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THE CREAMERY JOURNAL

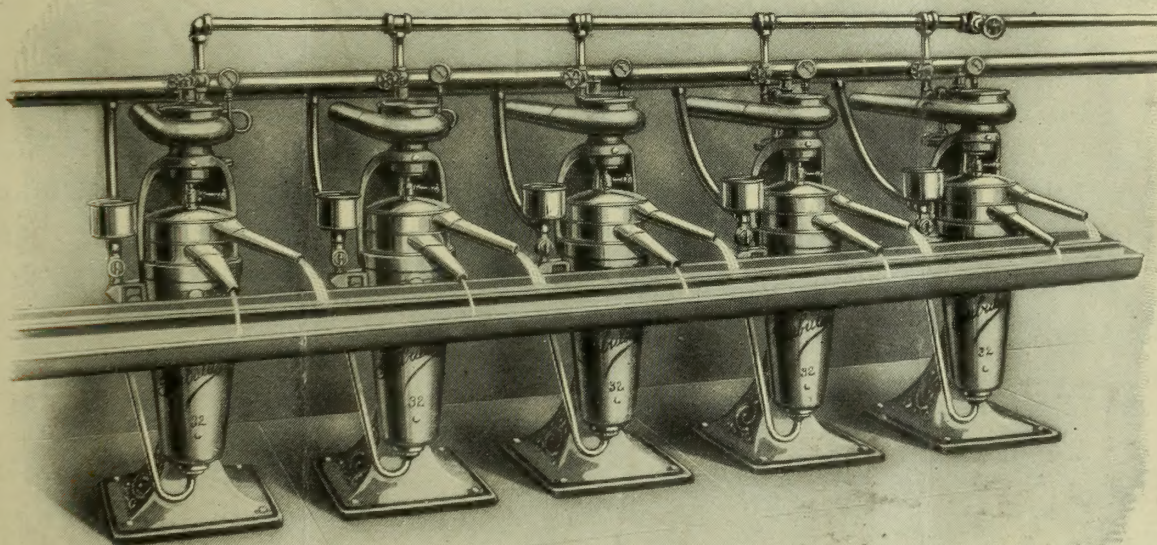
The National Creamery Magazine

VOL. XXV. NO. 1

WATERLOO, IOWA, FEBRUARY 1, 1914

ONE DOLLAR A YEAR

SHARPLES



THE FACTORY TUBULAR

BEFORE installing a SHARPLES TUBULAR CREAM SEPARATOR, investigate and learn what the name SHARPLES implies. Put us in the dock, sit on the bench yourself, and summon the character witnesses who use the machine—you'll find them everywhere—and open the cross examination.

Take the creamerymen first, for they are qualified as experts. Ask them whether the tubular bowl really does make possible the finest, smoothest cream.

Ask them about the low power consumed in operation and whether the machine requires more than two gallons of oil a year.

Introduce a FACTORY TUBULAR as Exhibit A. Pick it to pieces—three parts to the suspended bowl—and get a good notion of its simplicity.

Find out all about the upkeep—the actual necessary yearly repair outlay.

Ask them if it's true that in ten minutes the entire machine can be cleansed and sterilized.

Take their testimony and weigh the evidence. We will cheerfully abide by their verdict. After hearing them, if you're a good judge, you, too, will install the SHARPLES and bring your creamery up to the standard Bill Jones and Jim Smith, creamerymen of today with today's equipment, find profitable.

Maud S. and Nancy Hanks set a pace they couldn't maintain because the passing years slowed them up. Therein they differed from the SHARPLES.

The Factory Catalog is yours on request.

THE SHARPLES SEPARATOR COMPANY
WEST CHESTER, PENNSYLVANIA

DE LAVAL

Butter Triumphs as Usual AT THE NATIONAL DAIRY SHOW

BUTTER made from cream separated by De Laval Separators made the usual clean sweep of all highest awards at the great 1913 Chicago National Dairy Show and annual Convention of the National Buttermakers' Association, just as it has always done every year since the organization of the National Association in 1892.

Whole Milk Creamery Butter

The highest score in this class was awarded to O. N. Peterson, of Rapidan, Minn., a De Laval user, as were 187 out of 200 whole milk creamery entries.

Gathered Cream Creamery Butter

The highest score in the gathered cream factory-made butter class was given R. O. Brye, of the Readstown Creamery Co., Readstown, Wis., this prize-winning butter being made from the cream of farm patrons all using De Laval Cream Separators.

Farm Dairy Butter

The highest score in this class was awarded to Mrs. D. H. Turnbull, of Monmouth, Ill., whose family has been using De Laval Cream Separators for over twenty years.

De Laval Superiority Indisputable

The evidence of the superiority of De Laval cream and butter, demonstrated by the winning of all highest awards the world over for thirty years, is so overwhelming as to be indisputable and unanswerable. A De Laval catalog, to be had for the asking, will make plain the reasons for it.

THE DE LAVAL SEPARATOR CO.

NEW YORK

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The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 1

WATERLOO, IOWA, FEBRUARY 1, 1914

One Dollar a Year

The Value of Co-operation

By HON. JOEL G. WINKJER

Unable to find anything better than the word "system" it is here used to designate the various conditions which form the structure and make possible the existence of the co-operative creameries in Minnesota. It is necessary to further explain the sense in which "system" is here used, and the incident which suggested its use will bring the quickest comprehension. The state and national dairy food and drug officials met in Mobile, Ala., in 1913, which took me for the first time across the battle ground of the Civil War and into the country where slavery once existed. The opportunity revealed to me an existing and a past condition in that territory which I had not before comprehended. On our trip we could see from our car the houses in which the colored people lived; we could also get an idea of their occupation and note their accomplishments. There observations were not in their favor. Instead of the well painted houses to which we are used, there were miserable shacks without any paint. The surroundings showed no attempt at conveniences, not to mention any beautifying effects. The farms were poorly handled and in unsystematic patches; in fact, there was in all a suggestion of a close relation of savagery. For hundreds of miles these conditions were observed with hardly a break.

As these new impressions were received, the mind reflected on the past. For centuries the negro lived in slavery. In the efforts put forth during that time to produce conveniences for life, the white men furnished the brain. He laid the plans for production and developed industries according to his planning; the muscular energy was by compulsion produced from the black. The customs of the time all grew up around this situation. Large plantations were operated according to well laid plans, industries and commerce were developed under these conditions, and social relations were established in harmony with the system. The hundreds of other human relations were built up in harmony with this same plan; the whites, on the one hand, adjusting themselves to the ease and luxury of the wealth which their combined efforts produced; the blacks living their care-free sometimes miserable lives and exerting only their muscular energy. Several centuries thus spent could not but build up distinct lines of action. The Civil War, when it passed, caused an upheaval in this system which destroyed its existence forever. The war beheaded this giant that had been so long in building, and the head was lying there without muscles, and the muscles were without a head. The thinking part had for centuries been trained to accept it as a fact that the muscles were to do the hard labor and that the whites were too fine material to do any of

it. The muscles were deprived of their thinking part, and the blacks are now aimlessly drifting without much intelligence. The destruction of property was a severe blow to the south, but this property could have been built up and replaced very quickly if the system had not been destroyed, but with the system gone, 50 years have passed and the effect of the destruction is both visible and felt, as the first observation revealed to me, and the condition promises to remain a problem for yet a long time. These statements are not a defense of the system, nor can that system possibly be likened unto the co-operative creamery system, but is here given as an illustration of what I mean by a "system," when applying the word to the co-operative creameries in our state. The value of a system is forcibly brought to our minds when that system is broken up as was the slavery system.

Not for any number of centuries, but for about a fifth of one has the co-operative system been growing and developing in this state. It started planning its own way, using whatever good was available from past efforts in a similar line. The germ from which it started was the desire to relieve the housekeeper from a strenuous work and to get a better market for their product. The first step, after the desire, was to bring the neighbors together for united action. Education, therefore, was and is one of the primary and essential parts of the system. When the minds of the co-operative were agreed, articles of agreement had to be formulated, written down and signed. This, also is a part of the system. The building has to be erected and finished, and machinery placed properly; this part costs the most money, is the most tangible and comes most easily to our minds when the co-operative system is mentioned. When the plant is ready for operation, many ways are tried out, and one or the other plan becomes part of the system. When the finished product has been turned out of the factory, it must be transported to where it is to be consumed. From the hands of the transporters other distributors take it and move it on to the ultimate consumer. Thus, the distributors have grown into an intimate relation with the co-operative creamery system of the state, with mutual benefit.

When other co-operative creameries came, conditions demanded laws recognizing the organizations in a legal way in their transactions of business with individuals and other organizations. Laws of different kinds followed, and all form a part of or are in close relation to the system.

Organizations like your own, the State Dairymen's Association, were formed for education, to strengthen and bind together

the system. A school was developed to train buttermakers for operating the creamery.

From each of the parts mentioned, other lines of this system could be followed to smaller subdivisions, but the object of this paper is to leave the impression that there is something here which we may designate as a system and that this system has a great value. It may also be said that to all this there is a great lack of system. It has not come about by any well laid plan, but, on the other hand, by an unconscious relation that has grown up as we have proceeded with certain details. In spite of this, it is nevertheless a structure with more or less system. It is a structure on which we are building this very minute, and our great problem at all times is to build intelligently, to select material that is well seasoned, has strength and is fitted for the structure that will stand the test of time. Nor are the material things the most important. While they have, apparently, the greatest value, they are in reality much less important than the part of the system we cannot see, and, for the most part, exists only in our minds. Imagine every co-operative creamery in the state burned at this moment and all buildings and machinery destroyed. If such a calamity should happen, it is sure that in less than one year the buildings would be rebuilt, and the machinery replaced. But, on the other hand, leave the buildings and machinery intact and again imagine the knowledge of the organization and operation of a co-operative creamery to be blotted from the minds of the dairymen of the state, and it would require a decade or more to restore that important part of this system.

Although some parts of the system are not as comprehensive as others, nevertheless the system is here and, as a whole, is of immeasurable value. During the course of building up this system we have advanced from the time when our butter was selling on the New York market, as a western butter, several cents under the highest quotation, to the present time when Minnesota butter is sought for at a price several cents over the highest quotations, and each cent of increase on our butter today means an extra income to our state of \$1,000,000 per year.

In competition for prizes we have made a wonderful record. Twelve out of 14 national prizes have been awarded our state. The last one obtained was the \$100 silk banner given by the National Buttermakers' Association, 41 of our entries having a higher average score than the highest 10 from any other state. Out of this 41 there were only two that did not come from strictly co-operative creameries. It is the system again that is showing results. Unlike the

(Continued on page 18.)

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A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1523 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Wisconsin Buttermakers' Convention

MADISON, FEBRUARY 3D, 4TH AND 5TH

As announced in the last issue the buttermakers' convention will be held in Madison February 3d, 4th and 5th. The programs have been sent from Milwaukee and in case any member or party interested does not receive a program with entry blanks, etc., kindly advise the secretary at once.

The judges who will score the butter are the same as in former years, viz: C. E. Lee, H. C. Larson and Thos. Corneliuson. Some of the dairy press made an error and stated that the premium fund would be divided on the basis of one dollar to each exhibitor, the balance to be pro rated. This is a mistake. The basis for the division of the premium fund will be \$2 for each exhibitor and the balance to be pro rated as in former years. Kindly note this change.

In addition to the five state prizes consisting of three chairs generously offered by Hon. S. A. Cook, and two valuable chests of silver containing 26 pieces packed in a mahogany case, we offer 40 additional prizes, four for each of the 10 districts. These additional prizes are, as in former years, given to the parties scoring the highest in their district, provided some representative of the creamery is present and registers with the secretary as stated in the program. The prize of course, will go to the buttermaker. The first prize consists of a fine 18-inch, seal leather traveling bag, full leather lined. The second prize consists of a set of silver knives and forks, fully guaranteed for 25 years. The third is a silver carving set and the fourth is a fine umbrella, detachable handle and stem. These 10 umbrellas are offered by the J. B. Ford Company, Wyandotte, Mich., manufacturers of Dairymen's Cleaner and Cleanser. In addition to these prizes several of the manufacturers offer side premiums—the Wells Richardson Company, Chicago; Chris. Hansen's Laboratory, Little Falls, N. Y.; Coyne Brothers, Chicago; and Preservalline Mfg. Co., Brooklyn N. Y. Full details in regard to these prizes will be found in the program.

The meetings of the convention will be held in the assembly chamber of the state capitol. Tuesday evening we will have addresses of welcome by Hon. Francis E. McGovern, governor of the state of Wisconsin, Carl M. Johnson, president Madison Board of Commerce, and Professor E. H. Farrington. These addresses will be followed by a paper on "The Use of Concrete in Creamery Construction," by I. M. Cliequennoi, of Chicago, and Robert Carswell of Menomonie will read a paper on "The Creamery Conditions of Northwestern Wisconsin."

Wednesday Afternoon.

The Workmen's Compensation Law as related to Creameries—Hon. C. H. Crownhart, Industrial Commission, Madison.

The Development of Fishy Flavor in Butter.—L. A. Rogers, Dairy Division, Washington, D. C.

The Cost of Artificial Refrigeration as compared with the Cost of Natural Ice.—C. E. Hart, Milwaukee.

"Guard Ye Well Her Bulwarks."—Hon. J. Q. Emery, Madison.

Election of officers and report of secretary and treasurer.

Thursday Afternoon.

Cleanliness as a Factor in Successful Creamery Operation.—L. L. Bolstead, Basco.

Notes from Denmark.—Thos. Corneliuson, Dairy Division, Washington, D. C.

The Licensing of Creameries and Creamery Operators.—L. H. Winters, Eau Claire.

Errors in Creamery Accounting—M. H. Meyers, secretary National Creamery Buttermakers' Association, Madison.

A Problem of Creamery Operation.—Prof. C. E. Lee, Madison.

Announcement of scores and reading of resolutions.

There will be no meetings Wednesday morning nor Thursday morning because it was deemed advisable to give the buttermakers time to visit the dairy school and take in the starter exhibition, which will be held at the dairy school Wednesday morning. This exhibition will be in charge of Aksel Bruhn and five-quart size thermos bottles will be awarded to the five buttermakers exhibiting the best starters. No entry fee. Blanks to be filled out at the secretary's office.

The butter exhibit will be held Thursday morning. It is hoped that samples of butter from New Zealand, Australia and other countries will be available for the inspection by buttermakers. If such samples can be obtained they will no doubt form an interesting part of the exhibit.

There will be no program Wednesday night. This will give the members an opportunity to take in the theatre or to visit their friends.

Thursday evening the members will attend the horse show at the university stock pavilion. This is a great attraction and no doubt all the buttermakers will desire to spend the evening in that way.

Many reservations are being made at the Park hotel, the official headquarters.—G. H. Benkendorf, secretary.



Prof. G. H. Benkendorf, Madison.

In all organizations of a public nature there must be someone who has an unusual amount of time and ambition to devote to the detail management of the association. There must be a "George." In the case of the Wisconsin Buttermakers' Association it is a "Gus." Prof. Benkendorf is a busy man around the Dairy School at Madison, but he has done an enormous amount of rustling for the association and every convention under his reign has been a success. The one this week will be no exception.

Who's Your Friend?

Looks Good to Me!



REPRESENTATIVES
Creamery Package Mfg. Co., Chicago, Ill.
A. H. Barber Creamery Supply Company, Chicago, Ill.
Ohio Creamery & Dairy Supply Company, Cincinnati, Ohio.
L. A. Watkins Mdse. Company, Denver, Colorado.
J. G. Cherry Co., Cedar Rapids, Iowa.

The

Powerful Germicide Disinfectant—Deodorant Not a Poison

WILL NOT TAINT MILK OR ITS PRODUCTS

Makes It Easy For You to Comply With All Sanitary Regulations



More important still—it makes it easy for you to make better butter at less cost. The use of B-K all through your plant cuts off a great many sources of loss. At a cost of a nickel a day for the average creamery you can keep the whole plant sweet and clean. Believe me, if you knew what good work B-K is doing in other creameries you wouldn't rest a minute until you sent your order for a good supply.

Use B-K Because It is Practical

We recommend nothing to you except the intensely practical. We have no patience with experimenting with the other fellow's work. We know what we are talking about before we print a word. We don't mean laboratory tests when we tell you B-K will do a certain thing—we mean actual work and tests in regular creameries.

Use B-K in every drop of rinse water. Use B-K for rinsing vats, cans, churns, all piping, conduits, separators—whatever place you know where there is a chance of germ trouble. You know the places. We tell you to use B-K throughout the plant, because it will pay you to do it. Remember, a nickel a day will do the stunt and you will be utterly surprised at the advantages it will give you; at the improvement it will make in your output; how much easier it will make your work. B-K is your friend from start to finish.

Co-operative Work If you will show every one of your patrons the B-K way of producing pure milk you can make an increase in the quality of their milk and cream that will astonish them.

If you can get them simply to rinse cans, pails, separators in B-K and wipe off the cows' udders with B-K dilution before their milk you could afford to buy all the B-K your patrons could use.

If you don't believe this statement ask us to show you.

Every creamery manager, every buttermaker, every stockholder and patron of creameries will be interested in our new book, "Better Milk."

It is sent free. It is brim full of interesting facts, good illustrations and money-making suggestions.
WRITE US TODAY.

General Purification Company,
603 Pioneer Building,
Madison, Wis.

Send me your free book entitled "Better Milk."

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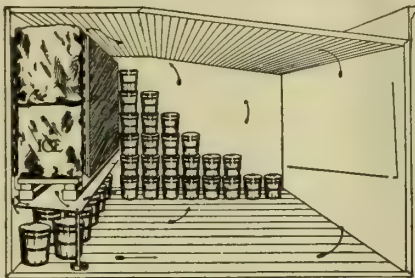
.....lbs. whole-milk daily,
.....lbs. cream daily.

General Purification Company
603 Pioneer Building
MADISON, WISCONSIN

Name

P. O.

State.....R. F. D.....

NORTHEY COOLERS**"The Cooler With the Hump" For Dairy Use**Floor in Our Cooling Room is Filled With Water Proof Cork
Buy Your Cooler in Sections—You May Wish to Move It Any Time

Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints, Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue.

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
For sale by all dairy supply houses.

W. F. Drennen & Co.

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37 South Water St., PHILADELPHIA

W. I. YOUNG ESTABLISHED 1854 W. B. YOUNG

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

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Refer by permission to Irving National Bank,
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We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 200 W. South Water St., CHICAGO

Warehouse: 209 W. South Water St.,
Long Distance 'Phone, Main 3184.**W. B. A. Jurgens**COMMISSION MERCHANT
AND WHOLESALE GROCER

WALLABOUT MARKET

BROOKLYN

NEW YORK

References: All Mercantile Agencies; Manufacturers' Nat'l Bank, Brooklyn.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

I notice from reading the dairy papers that a good many creameries are holding special patrons' meetings and the main subjects taken up are the quality proposition, and whether or not to grade.

This is no doubt brought about by the hard sledding that poor butter has been having and the wide range in prices between good and poor butter. The fact of the matter is, quite a number of small creameries have had a mighty hard time of it this winter and unless something comes their way whether it be grading, a change for the better in the butter market or what, some of them will find themselves so embarrassed financially that they will have to close up shop. It is therefore, important that these meetings be called and that the patrons attend them well and help to devise means whereby their creamery may continue to prosper, for its continued prosperity means a good deal to the community. When once it has stopped running it will be a much harder matter to get it started again than some would think. In most cases the patrons will get quite a bit less for their cream for the following year, taking it clear through, than they have been getting from the creamery unless the creamery was one of those that ought not to have been built in the first place.

The boys located in the farmers co-operative creameries have an advantage in this matter of meetings for they always have an annual meeting and on account of election of officers, there is generally a good attendance. It is a fine time to have a speaker or two present to talk on some line of interest and give those present something that will be helpful in building up the creamery business.

If such meetings are arranged for the individual creamery plants, a good many farmers think it just some graft of the proprietor or owners of the creamery and it is not so easy to get out a large crowd. As they do not have shares in the plant they do not listen to talks of improvement

in the quality of the cream as earnestly as those of the co-operative creamery but I believe even so, it will pay to arrange for such meetings at least once a year for it is a fine thing to get together. By having good speakers from the outside talk along these lines, the patrons cannot help but feel that the creamery company is interested in the business and willing to do what they can to further the work.

If yours is an individual creamery it will be a good thing to have some light lunch at the creamery, such as coffee and sandwiches and doughnuts, any little thing to get them warmed up and in a good, jolly frame of mind to listen to the talks. If you are making ice cream do not forget to serve this even if it is cold weather. It goes fine, we tried it last winter and know from experience. This all means a lot of work and worry on the part of the manager in arranging for and seeing that everything is carried off without a hitch, but it is time well spent and I am sure it will bring its reward in increased and better business.

As I said before the operator in the co-operative creamery has the advantage for an annual meeting is already arranged for, so all he needs to do is to arrange for the speakers and see that it is well advertised. It has always been a puzzle to me why farmers in the co-operative creameries, even when shown how much more it will mean to them to properly care for their cream and deliver it often, go on in the same old way.

I believe if this wide range in price continues, it will touch the pocketbook of a good many of the co-operative creameries so hard that they will come across and listen. When they realize that by three or four of them going together in a route they can deliver all sweet cream and any one of them not have to come to the creamery more than once per week, they will see where it will mean more money and will be willing to follow this advice. There is never going to be any trouble in getting good prices for good butter it is the makers of poor butter that must suffer. Of course a winter like we are having, when poor butter is 10c per pound below fine goods, is very hard on the maker of the poor goods. Still if it were to continue for all time, we would get adjusted to this and it would force us to make good butter or quit and if we did get in line it would be the finest thing that ever happened.

However the margin is already narrowing and possibly by spring it will be about normal and by another winter a good many creameries will have forgotten the experiences of this winter and will be no better off than before.

No one now seems to know what effect the change in tariff is going to have on our storage business and with the possibility of freak cold storage bills going through, it looks as if we would have to await developments and take things as they come.

But we can make no mistake whatever in getting busy with a good rousing meeting of our patrons and doing our best to line them up on the quality proposition.

The Chamber of Commerce at Garfield, Wash., have taken it upon themselves to organize a co-operative creamery in order to take care of the enlarging dairy business in that territory.



Prof. E. H. Farrington, Madison, Wis.

The man who has been unusually prominent for years in the progress of dairying in Wisconsin. He is a widely known authority and is to Wisconsin buttermakers what Prof. Haecker is to Minnesota creamery and dairy men. Prof. Farrington will be one of the distinguished hosts at the convention.

Market Report

"5c Under the Best — In Some Cases 6 and 7c."

Report from the Market—Dec. 1913

"Never, during the 36 years that I have been a commercial reporter on the New York Market, have I seen such a wide range of values for the different grades of butter, and NEVER BEFORE HAS THERE BEEN SUCH A MARKED DISCRIMINATION ON QUALITY."

Report from the Market—Nov. 1913

"A year ago, a lot of the fresh creamery that was only a little off from extras, sold promptly within 1 and 2c of the top.

This same class of goods sells today about 5c under the best, in some cases 6 and 7c."

Now, while "package" may not affect the "quality" of the butter it does affect selling price.

The Creameries that ship their butter in Schmidt Bros. tubs know this—they desire to be in the 5, 6 and 7c HIGHER class.

They know that the DIFFERENCE between a poor appearing package and a fine appearing package may mean a LOWER SELLING price—as well as injury to their reputation as makers and shippers of FINE butter.

This is why they ship their butter in Schmidt Bros. tubs, paying the slightly higher price asked for them, because they get the finest made tubs that are to be had.

They know, that when they have shipped their butter in Schmidt Bros. tubs, that it will be conveyed to the market in the most attractive and the most salable shape that it is possible for a tub to carry it.

Schmidt Bros. tubs aid them in obtaining "HIGH QUALITY" prices on their butter.

"Follow the Leaders"—It's sound business policy

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.



Michigan Dairymen's Convention

GRAND RAPIDS, FEBRUARY 10TH TO 13TH

In harmony with the new spirit that is abroad in the land—that of giving more efficient service, socially, politically and commercially—the executive committee of the Michigan Dairymen's Association met at Saginaw on December 4th and formulated plans for the next annual meeting at Grand Rapids, February 10th to 13th, that will result in increased benefit to both members and exhibitors, the two classes of persons whose interests must be equally well served in order to make the meeting a complete success.

For the entertainment and enlightenment of members, the executive committee approved of a program that gives each branch of the dairy industry recognition in the form of two half-day sessions. Beginning with the first session for dairy farmers on the morning of February 10th the coliseum at Grand Rapids will be the Mecca to which the cheesemakers, the creamerymen, the butter-makers and the ice cream manufacturers will successively make their pilgrimage and hold the annual or quarterly meetings of their respective organizations. Two large convention halls, located under the same roof with the exhibit-hall, will accommodate these gatherings and, judging by assurances thus early given by the officers of the various associations, the attendance at each will surpass the best records of any previous year.

The coliseum at Grand Rapids could not offer finer facilities for a meeting of the dairymen's association if it had been erected

solely for this purpose. The size and arrangement of the building is such that there will be ample accommodations, all under one roof, for both exhibitors and the various sessions of the convention. The exhibition hall is a 98 by 116 feet in size, free of supports and lighted by large windows at the front, rear and by three sky-lights. At the right side, as one enters, is the convention hall, 48 by 100 feet, above which is another hall, 30 by 100 feet. At the rear of the lower hall is the "Small Annex," 40 by 60 feet, in which it is planned to display the exhibits of butter, cheese and milk. This annex will also be used by such exhibitors who wish to

operate gasoline engines or milking machines.

While the coliseum is not in use by conventions during the fall and winter, it is operated as a skating-rink and the management of this enterprise has gone to considerable expense in decorating the interior. The association has made arrangements with the coliseum management to leave these decorations in place during the convention, so that the efforts of exhibitors to secure a pleasing effect with their exhibit spaces will not be offset by unsightly walls and ceilings. Another feature that will add to the attractiveness of the exhibition hall interior consists in a system of electric lights with vari-colored shades. These are so arranged that the interior may be flooded with light tinted with every color of the rainbow. In a corner of the balcony that surrounds the

(Continued on page 18.)

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania
Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

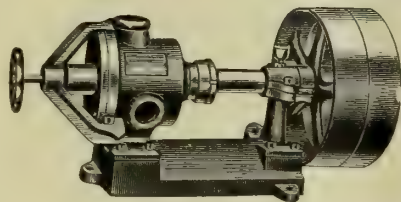
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REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Your Pumping Proposition Solved



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ROTARY CREAMERY PUMP

It handles all liquids, thick, thin, hot or cold and gives good satisfaction.

The Sanitary Pumps have capacity of 8,160, 15,300, 40,800 pounds per hour and have a positive suction lift.

Write your jobber today for a trial.

BLACKMER ROTARY PUMP POWER & MFG. CO.

PETOSKEY, MICHIGAN

Don't

leave your butter exposed to dust, dirt and germs. Wrap it in Paterson Pioneer Parchment Paper—it will keep it sweet and fresh, and get you the top market price. Write for "Better Butter," a free book that shows dairymen the road to better profits.



**THE PATERSON
PARCHMENT PAPER CO.**
42 8th St., Passaic, N. J.

In the Morning's Mail Communications from Subscribers

To the Editor: I would like to have you tell me through the columns of The Creamery Journal how to tell what price to charge for unsalted butter in order to realize the same price from the fat as that sold in salted butter.—H.

If this question had been asked us a month ago we would have thought it easy to answer. We still believe it is easy, but since attending the buttermakers' short course at Ames we won't expect all Iowa buttermakers, at least, to agree with us.

According to Prof. Mortenson, this problem should be figured as follows: Price of salted butter times 100, divided by 100 minus per cent of salt in butter. For example, you are getting 30c for butter containing 3 per cent salt. To find what price to ask for sweet butter, multiply 30c by 100 and divide by 97. The result is 30.9c, or practically 1c more.

This subject brought out a very lively discussion at the Ames short course, some claiming that if salt were left out a larger per cent of fat would have to take its place.

Prof. Mortenson's solution can be plainly illustrated in this way. We have two lots of fat, each containing 100 pounds. From one lot we make salted butter and from the other sweet, but we want to realize the same profit from both lots. We make from one, 123½ pounds of butter, the analysis of which shows 81 per cent fat, 15 per cent moisture, 3 per cent salt and 1 per cent curd. We sell it for 30c per pound or a total of \$37.05. The lot of salted butter contained 100 pounds of fat, 18.5 pounds of water, 3.7 pounds of salt and 1.3 pounds of curd. Now we want to make up the other 100 pounds of fat into unsalted butter and get the same amount for the butter. Prof. Mortenson's rule would say we would have to sell it for 31c. Let's see. We assume that the unsalted butter contains the same amount of moisture and curd as the salted butter. (There would be a trifle difference in the amount of moisture, but not material). Then we would have 100 pounds of fat, 18.5 pounds of moisture and 1.3 pounds of curd, or a total amount of 119.8 pounds of butter. At 31c per pound we would get \$37.13, which is practically the same amount

received for the salted butter. Those buttermakers who think that if you leave out salt the weight must be replaced by fat should take the pounds of fat to be made into butter as a basis of figuring rather than the pounds of butter sold, although the per cent of overrun figured both ways would be the same.—Editor.

Churn Trouble

To the Editor: A friend of mine, one of the most competent buttermakers I know, had been complaining steadily by letter that he got bad butter although the cream seemed to be better than usual, so I made a special trip to his plant to see what the difficulty was.

We went over the entire plant from stem to gudgeon; from the receiving platform to the drain, and I finally located his trouble in the churn. The wood was soft enough so that you could stick your finger nails into it almost anywhere. The smell was terrific. He had steamed the churn until the wood was almost punk and still it seemed impossible to get the stink out of it. Otherwise his creamery was O. K. at every point.

I told him he would have to throw out his churn, that there seemed to be no permanent remedy for it. Of course, this was bad news, for, while he is doing fairly well he is not a big operator and a new churn meant a considerable chunk out of his profits, but I couldn't see anything else to do.

In the meantime I suggested to him that until he could get a new churn he might clean up his trouble with this purifying germicide that all the creamery supply companies are handling. It is not a poison, you use it simply as a rinse. It kills all odors and leaves none in exchange, and it will not taint the butter or leave a taste even in the butter-milk. There was no way to get that smell out except to kill the germs that were causing the trouble and the more he steamed the churn the more the wood stunk, there were germs underneath, right down in the pores of the wood that steam never touched. Well we went over to a neighboring creamery and got part of his jug of disinfectant. It doesn't seem right to call it disinfectant because everybody thinks of a disinfectant as an oily, bad smelling, poisonous compound—anyway it was a disinfectant. We put in a few gallons of water with one-half ounce of the germicide in each gallon, and we ran the churn about 20 minutes. I wanted to be sure and do a thoroughly good job. Then we opened it up and drained it and I gave you my word there wasn't a sign of odor, and what is more the wood seemed more solid than it was when we started in. At any rate we put through a big churning and the butter came out right up to his old time form—and he can make good butter at that—and what is more it stood up when it got to the market and was graded "extra."

I didn't hear from him again for several months—in fact, not until I happened into his town. I walked over to the creamery to say "How do you do" and noticed that he hadn't changed his churn and I got sore. It was his same old churn and it made me kind of tired because I knew he must have been having the same old trouble and didn't take my advice. So I didn't lose any time in remarking that he still had the old churn. I said, "Why didn't you throw it out like I told you to." He said, "What is the use as long as this one keeps sweet and churns good butter. I don't need a new churn."

Then he went on to tell me that "that new dope" as he called it—though it isn't new by any means, and it isn't a dope—had

Gude Brothers, Kieffer Co.

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Butter, Eggs & Cheese

21 Jay Street

NEW YORK

References: Irving National Bank, N. Y.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

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165 & 167 Reade Street, **NEW YORK**

References—Irving National Exchange Bank; Dunn & Bradstreet.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Money Talks

THE HOUSE OF BROWN has an attractive offer to make you for your Fancy Butter. Let us know what you have to offer.

We handle the entire output of the largest whole-milk creamery in the country at Strawberry Point, Iowa, and can handle yours if you will give us the opportunity.

We want butter scoring 96.33 if possible, but don't try the stunt of making it from cream six days old; it generally pans out the wrong way. Fresh sweet cream is the only thing for making Fancy Butter. Yours for a square deal,

H. C. HANSEN,
Western Representative
FARIBAULT, MINN.

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Philadelphia

practically made his churn over again. He had been using it regularly as a rinse just before churning. He said, "I want you to look at this churn." I went over and I stuck my nose in, took a good smell and there was not a sign of an odor. I put my thumb nail into the wood. It was firm and smooth as a new churn. The effect was simply magical and I couldn't do anything but open my mouth and then congratulate him on the saving he had made with comparatively a few cents worth of B-K mixed with a first class hard working lot of brains.

This is just an illustration of peculiar troubles with which a creameryman has to contend and how hard it is to get rid of the germs which are looking for us in every corner. Even our good old friend steam had gone back on this man and was only making his trouble worse.

The germ destroying idea has spread from the time it was first discovered in the hospitals to almost every line of work. Every home has its bottle of its favorite germ destroyer for colds, sore throats and cut fingers. Big depots and public buildings are all being disinfected—the railway cars, street cars, schools. In Wisconsin unless the school board consistently and thoroughly disinfects regularly the state withdraws the school money.

The creamery, however, and the dairy, that need a disinfectant, or germicide if you don't like the word disinfectant, more than any other business except the doctor, have had to get along without it. All our work is with a medium, (milk), which is an ideal home for about every sort of bacteria that grows. Believe me, we need a germicide in the dairy business. From the time the milk leaves the cow to the time we pack the golden butter into butter tubs, and even after that there is butter tub mold around, we

have one continual fight against germs. We cannot use a poison. The laws most justly are very strict on this point. We wouldn't use it if we could. We can't use an oily or high smelling tar compound for all our work would be gone if we did that, and every other sort of germicide that is available to our use is open to one or the other of these objections, or is so weak that we might as well use water. There appears to be only one exception and this was the one that my friend took to using and I find that most creameries now use it in one part of their work or another. I don't see why it should not be used anywhere. If it is good for sweetening a churn as sour and rotten as that one I saw down at X it would make a magical transformation if it were used in every part of the work.

I think I can speak for most of the creameries when I say, "Show us the germicide we can use and we will hop to it." It is the man who can wring the last unwilling cent out of cream that makes the directors of the creamery happy, but their happiness will be as nothing compared to the joy of the buttermaker who finds that by simple means he can clean his musty churn, vats, and cans, kill butter tub mold and generally make a clean sweep of friend germ. He is a sly customer, is friend germ. We think we have steamed him and scalded him to death, but he pops up as lively as a flea to make us more trouble in some place where we don't look for him. Now that I have found there is a germicide I can use, lead me to it.

(Advertisement.)

"Bill."

Edward I. Swift, Mgr Butter Department. Formerly with Stephen Underhill.

References: Chatham & Phenix Natl. Bank, Broadway Trust Co., New York. Mercantile agencies.

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Butter, Eggs and Cheese

321 Greenwich St.
NEW YORK

Western Representative: F. A. Salisbury, Vinton, Iowa.

Cold Storage Warehouse, Cuba, New York.

John J. MacDonald

18 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty || 41 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money?

Lith is now made in extra large sheets—18x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

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This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

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References: Irving Nat'l Bank; Southwestern Nat. Bank; Dun and Bradstreet. Correspondence solicited.

Wanted, Cheese!

We buy each week and want regular shipments. Also buy raw furs. Send for prices.

W. W. Marmaduke, Washington, Ind.

Announcement

All divisions of the University of Wisconsin dairy department will be in full operation during the special course for creamery and cheese factory operators and managers at Madison, February 2d to 7th. Creamery butter, three kinds of cheese (Cheddar, Brick and Limburger), whey butter, bottled pasteurized cream and ice cream will be made daily. The foreman in charge of each of these lines of work will discuss the machinery and methods in use and will hold daily conferences with his class concerning the latest improvements in the manufacture of these various dairy products.

Secretaries and managers will be given an opportunity to compare methods of bookkeeping and accounting at the creamery and cheese factory; they are requested to bring samples of their account books, patrons' statements, shipping records, etc., for the purpose of making comparisons in this discussion. Each man in attendance will be given an opportunity to explain the system found to be best suited to his factory and his patrons.

Cream grading for the purpose of improving the quality of butter will be discussed and the best factory methods of paying for milk will be explained with suggestions concerning the disposition of money received for whey butter.

Experienced buttermakers are requested to bring two packages of butter, one of which represents the best and the other the poorest quality of butter made at their factory or, if they prefer, they may bring two packages of butter, one of which is made to contain a high and the other a low per cent of water. An opportunity will be given to those in attendance to test and to score the different packages of butter received.

Pasteurized milk cheese, the process of cheesemaking, which gives a uniform quality and an increased yield of cheese will be explained in all of its details. Cheese will be made daily so that cheesemakers can follow the process from beginning to end and pass judgment on its application at their factories.

Whey buttermaking at a cheese factory will be discussed from the standpoint of the factory and of the farmer. Whey will be skimmed, the cream churned and directions given for providing the equipment necessary to properly care for the cream skimmed at a cheese factory.

Swiss cheesemakers will be given special instructions in milk testing and the detection of the skimming and watering of milk.

Ice cream making in continuous and in stationary ice cream freezing machines will be carried on daily giving an opportunity to study and to observe the effect of various manipulations on the yield and the quality of ice cream.

This program is an invitation: If you cannot accept, please hand it to your neighbor who may be able to come this year.

Monday, February 2d.

11:00—Leaks in the Dairy Business—Geo. C. Humphrey.—Auditorium.

1:30—Starter Making—E. G. Hastings—Dairy Building.

2:30—Preparation of starters by members of the class—E. G. Hastings and Mr. Ryan—Dairy Building.

3:00 to 5:00—Organization of Co-operative Creameries and Cheese Factories—G. H. Benkendorf—Dairy Building.

Conference on Water Supply and Sewage Disposal—F. M. White, W. H. Wright—Agricultural Engineering Building.

8:00—Agriculture in the Far East (Illustrated). Prof. Alfred Vivian, Columbus, Ohio.—Auditorium.

Tuesday, February 3d.

8:00—Inspection of starters made the previous day—E. G. Hastings and Mr. Ryan—Dairy building.

9:00 to 12:00—Section Meetings—
I. Buttermaking in creamery.

II. Pasteurized cheesemaking in cheese room.
III. Ice cream making in city milk department.

IV. Swiss cheese makers' course in laboratory. The tuberculin testing of cows will also be discussed by E. G. Hastings and W. H. Wright in Room 24. Agricultural Hall.

1:30—Cow Testing Associations—Theo. Saxauer—Auditorium.

2:00—Permanent Agriculture and Dairying—Prof. Alfred Vivian—Auditorium.

3:30—Conference of sections on work done in the morning.

8:00—Buttermakers' convention, Assembly Chamber, State Capitol.

Short addresses from a number of speakers.

The Use of Concrete in Creamery Construction.

—I. M. Cluinnoi, Chicago—Assembly Chamber.

Creamery Conditions in Northwestern Wisconsin.—Robert Carswell, Menomonee, Wis.—Assembly Chamber.

Wednesday, February 4th.

8:00 to 12:00—Section Meetings—
I. Buttermaking in creamery.

II. Pasteurized cheesemaking in cheese room.

III. Ice cream making in city milk department.

IV. Laboratory methods of testing dairy products. Co-operative marketing will be discussed by a number of men in the auditorium of Agricultural Hall.

1:30 to 5:30—Buttermakers' convention program—Assembly Chamber, State Capitol.

The Workmens Compensation Law as relating to Creameries—Commissioner C. H. Crownhart.—Assembly Chamber.

The Development of Fishy Flavor in Butter—L. A. Rogers, Washington, D. C.—Assembly Chamber.

Natural and Artificial Refrigeration Compared—C. E. Hart, Milwaukee—Assembly Chamber.

The Licensing of Factories and Factory Operators.—L. H. Winters, Eau Claire—Assembly Chamber.

Cheesemakers and ice cream makers continue work of the morning exercises.

5:30—Milk testing class in laboratory.

8:00—Producer and Consumer. Can they be brought together?—R. A. Campbell, secretary, State Board of Public Affairs.—Auditorium.

Thursday, February 5th.

8:00 to 12:00—Section meetings in the morning as on previous days.

Buttermakers inspecting the tubs of butter sent from different creameries as well as that made in different ways on Tuesday and Wednesday.

Cheesemakers inspecting pasteurized milk cheese of different ages as well as that made on Tuesday and Wednesday.

Ice cream makers special session and conference on yield and quality of the ice cream made.

1:30 to 5:30—Buttermakers' convention program.

—Assembly Chamber, State Capitol.

A Problem in Creamery Operation—C. E. Lee—Assembly Chamber, State Capitol.

Notes from Denmark—Thos. Corneliusen, Washington, D. C.—Assembly Chamber, State Capitol.

Cleanliness as a Factor in Successful Creamery Operation—L. L. Dolstead—Assembly Chamber, State Capitol.

8:00—Horse show in stock pavilion.

Friday, February 6th.

8:00 to 12:00—Buttermakers' conference on the butter scored by the judges of the buttermakers convention.

Cheesemakers' conference on the distribution of the money received for whey butter.

1:30 to 5:30—Conference of creamery and cheese factory managers on methods of bookkeeping and paying patrons for milk and cream.

Saturday, February 7th.

The laboratory course in milk testing for Swiss cheesemakers will be given daily throughout the week and a special opportunity for buttermakers, cheesemakers and ice cream makers will be given to test butter, cheese and ice cream by different methods.

Notice

The executive committee of the National Creamery Buttermakers' Association will meet in Ft. Dodge on the first day of the Iowa buttermakers' convention (Feb. 17th). All questions that the association is interested in will be taken up. Also the next meeting place will be discussed.—J. J. Far-rill, president.

The Michigan Dairy Company will begin creamery operations at St. Johns, Mich., in an old building formerly occupied by a creamery. They will also wholesale and retail milk, cream, cheese, butter and buttermilk.

Geo. Sunday, of Constantine, Mich., has bought the creamery plant at Marcellus Center, and is now operating it.



Schmidler's Sanitary Market, Minneapolis, Minn.
Cold Storage Rooms insulated with Nonpareil Cork.
Chas. A. Berger, Engineer.

Nonpareil Corkboard consists of pure granulated cork compressed and baked in sheets 12x36 inches—1½, 2, 3 and 4 inches thick. Cork is nothing but a mass of tiny "dead air" cells, and for that reason Nonpareil Corkboard is the best material for keeping out the heat. Besides, it is practically non-absorbent, durable, sanitary and very easy to install. It is nailed in place against sheathing or erected in Portland cement against brick, stone or hollow tile walls and ceilings.

The best insulation for Creamery Coolers.

A Meat Market With a Message for Every Creamery Manager

In the matter of cold storage rooms the butcher's problem and the creameryman's problem are largely similar. Both have perishable food products to handle, and spoilage, mould, or taint mean heavy loss. In the market shown here, which is admitted to be one of the finest and most sanitary in the middle west, the material selected for the insulation was

Nonpareil Corkboard Insulation For Milk, Cream and Butter Storages

Why was it chosen? For the same reasons that you should select it for your cold rooms:

To save ice, to promote sanitary and hygienic conditions, to avoid rot, mould and foul odors, to insure a permanent storage room that will last as long as your building.

You can build your own butter or cream storage, using Nonpareil Corkboard, with little trouble. Write us before going ahead with repairs or improvements. Even if you prefer portable boxes, let us put you in touch with refrigerator builders who will furnish such coolers insulated with Nonpareil Corkboard.

Samples, Prices and Further Information Cheerfully Furnished.

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THE MARKETS

CHICAGO.

Prices Decline—Reversal of Market Sudden But Not Serious—Prospects Good.

[By The Creamery Journal Staff Correspondent.]

Butter has been dull during the past two weeks, with a decline of prices all along the line. The cause has been unusually heavy arrivals coupled with a falling off in demand. Dealers who were well stocked have been making frantic efforts to get out from under the market, and for a time last week the situation bordered upon panic.

This state of affairs is in direct contrast to conditions for the past couple of months when the demand was brisk and good butter was hardly to be had at any price. The reversal of the market came so suddenly that few of the distributors were aware of what was coming. However, the situation is by no means serious, as the amount of butter in cold storage is too small to cause alarm. Dealers who were accepting poor butter a few weeks ago, with the intention of working it off on the public along with good butter a little later, may find that they are in trouble, unless present conditions change. It is probable, though, that the demand will pick up within a few days, and then the market will approach something near a normal state for the first time in many weeks.

Belief that the Elgin Board of Trade, at Elgin, Ill., the great butter center, has outlived its usefulness, together with the fear that a government anti-trust suit is headed in the direction of that organization, has caused a number of Chicago butter firms to resign from membership. Few of the local

concerns have taken the trouble to send a representative to Elgin for so much as one week during the past year, and for that reason can see no excuse for continuing membership. Bills for dues were received last week by all the local members. Attached to the bills was a notice that unless dues were paid by March 1, membership would be lost in an automatic manner. It is the intention of a number of Chicago firms which have not already resigned to allow their membership to expire in this manner. As the membership is by firms rather than individuals, local butter men fear that in case of a government suit it will be possible for the Elgin Board of Trade to assess them to carry on the fight against trust allegations. Since they feel that the board has been of little benefit to them for some time past, they are not willing to shoulder this expense, all the more so owing to the fact that the suit against the Chicago Butter and Egg Board has cost them already more than \$7,-

000. Besides, most of the Chicago firms have changed their contracts to some other basis which does not take the Elgin Board of Trade into consideration, and they wish to sever relations for general reasons. Those Chicago firms which have resigned are: Thomas F. Gallagher, Sr.; Thomas F. Gallagher, Jr.; L. B. Kilbourne; D. S. Kilbourne; Edward Williams; Abe Clooster; C. A. Weaver; W. D. Collyer and A. C. Collyer. Several local butter men have declared that the quotations of the Elgin board have not proved satisfactory.

Officers for the Chicago Butter and Egg Board have been elected. The regular ticket was chosen, which reads as follows: President, John B. Mitchell; first vice president, C. E. McNeill; second vice president, C. J. Bowman; secretary, F. P. Collyer; treasurer, M. P. Rutledge; sergeant-at-arms, Joseph Borden. The only man on this ticket who had real competition was Mr. Borden. He won on the ground that he was a man of

JOHN H. FICKEN

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Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizen's Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

family, which put him "in solid" with enough members of the board who were also men of family to assure his election. He was opposed by Jesse Lepman, the prominent tango dancer. During the campaign Mr. Borden's friends carried banners bearing the pictures of his wife and babies into the headquarters of the board at La Salle and Lake streets. Mr. Borden handed his opponent a knock-out blow when he demonstrated that in addition to being a man of family he was also a tango dancer of no mean ability. The rival candidates were compelled to give a practical exhibition of their proficiency on the floor of the board before the members voted.

Last Monday the board installed the newly elected officers. John B. Mitchell, the in-

going president made an interesting speech. He reviewed the administration of the past year and touched on the fight against the government to prove that the board was not a conspiracy in restraint of trade. He said that he regarded the abolition of the quotations committee as a wise move, since he thought that this encouraged sales on the board and lessened suspicion on the part of the government. Mr. Mitchell made the sensational recommendation that the standard of butter classed as extra be lowered from 93 points in scoring to 91 points. He thought that this would lead to more trading on the board, especially in view of the fact that only a small per cent of the butter which has been coming to market for the past few months has fallen under the present classi-

fication. The board will decide upon this matter in the near future, and will thus settle one way or the other an agitation which has been in the air for a number of years.

President Mitchell's speech, however, did not include all the important things which were said on this occasion. William H. Whitcomb, who was appointed installation officer, recited a clever original poem in which he reviewed the fitness of the various members elected for their positions. Retiring Secretary Bowman made a report, which, condensed, read as follows: Sales on the board were 1,192, of which 1,014 were eggs and 178 butter. The total sales of butter amounted to 426,200 pounds, with a value of \$110,571 and the sales of eggs amounted to 221,814 cases, with a value of \$1,337,884, thus making an aggregate of sales on the board reaching \$1,448,455. This compares well with the volume of business transacted in former years. The outlook for the coming year's business exceeding this mark is bright.

Final arguments will be made today in the case of the government against the Chicago Butter and Egg Board before Judge K. M. Landis. District Attorney Albert G. Welsh and William Moore, attorney for the butter and egg board will review the report of the master-in-chancery, which was made several weeks ago, and which was unfavorable to the board. Judge Landis will then hand down a decision.

Chicago commission men are demanding an increase in commission, on the ground that while business is increasing right along, overhead expense and the higher cost of doing business have caused the profits to decrease. They claim that conditions have arrived at such a point that a decided increase in volume of business must be made in order that the profits at the end of the year may be anything near what they should be. They say they believe that all butter, eggs and poultry should be handled on a 5 per cent commission basis, and fruits and vegetables on a commission of 10 per cent.

The war of the women on the price of butter and eggs has long ago ceased to interest the newspapers and even the original warriors have lost interest in what they were trying to accomplish. The great eco-

**A Perfect
Butter Salt

A Perfect
Buttermaker

A Grand
Champion**



**E. O.
Quenvold

Hutchinson,
Minn.

Many Times
Honored**

The continued success of this well known buttermaker has fairly earned for him the title of Grand Champion. He is without doubt one of the peers of the profession.

SOME CHAMPIONSHIP SCORES

In the Minnesota Six Months Educational Contest he was awarded the average score of 95.54%, carrying the Grand Championship prize.

At the Nineteenth Annual Convention of the Minnesota State Butter and Cheese Makers' Association, in December of the same year, his score of 97 won the highest award.

At the Thirty-fifth Annual Convention of the Minnesota State Dairymen's Association, in January, 1913, he again won highest honor with a score of 95.50.

DIAMOND CRYSTAL SALT A HELP

Mr. Quenvold writes us in regard to winning these high scores:

"I have used Diamond Crystal Salt exclusively the past ten years and find it of great help in making high scoring butter on account of its clean flavor and readily dissolving flakes.

"It is also a pleasure to use Diamond Crystal because it does not become hard in the barrels. Yours very truly,

(Signed) E. O. QUENVOLD."

What argument in favor of your using The Salt That's All Salt could be more convincing than this?

Diamond Crystal Salt Co.
ST. CLAIR, MICH.



Lauritz Olson, West De Pere, Wis.

A buttermaker who has worked his way up the ladder of popularity round by round. Like most popular buttermakers, high scores at conventions first brought him to the attention of the public. He has many high scores to his credit. He is now president of the Wisconsin Buttermakers' Association, having been elected in February, 1912. Mr. Olson has for many years been a regular attendant at conventions, both state and national and was at one time an officer of the National Creamery Buttermakers' Association.

economic law of supply and demand in the regulation of price is once more supreme.

The Chicago league delegation has made a trip to Jacksonville, Fla., following the usual custom. Butter men and others who went are: Louis Lepman and wife; C. H. Weaver and wife; George E. Ford and wife; A. G. Zulfer and daughter; F. E. Wagner and wife; J. S. Hall and wife; C. F. Carter and wife; Mrs. H. C. Welch; Mrs. A. C. McClay and son; John Hartman and wife; W. S. Goodhue and wife; John Eck; Louis Owen; Jake Shafton, J. C. Scales, John W. Low, and Richard J. Coyne. The party left the city on a special train over the Big Four railroad.

Chicago butter distributors are many times furnished with entertainment by the arrival of parties of students from the universities in neighboring states which pay attention to training students in the art of manufacturing butter. It is a fact that while most of the professors in this department are men who know what they are talking about and have "been through the mill," so to speak, in a creamery some times some of the minor instructors are a little shy on the practical points of the game, although they may have a head crammed full with theories as to how certain things should or should not be done.

"The other day when I was up to my neck in work," said one prominent distributor on the street, "in blew a crowd of about 20 of the nicest boys and girls you ever saw. The girls were all pretty and tickled to death to get to the city and run around among the tall houses, I guess. The boys were broad-shouldered young fellows who one and all displayed bristling pompadours and paid more attention to steering the girls in and out among the boxes and tubs in my place here than they did to what the instructor was telling them. The instructor, for his part, was an undersized little fellow, with a nervous, bustling manner, who was fully impressed with the responsibilities of his position. He had a high forehead and wore thick spectacles.

"He prodded a tub of butter with his forefinger as though he were trying to wake it up out of a sound sleep.

" 'This butter,' he said to the class, 'is an example of the better grade which comes to this market. It would score about 93 points.' "

"I did not say anything.

"Noticing that I did not back him up, he decided to stake all on one flop of the dice. He turned to me and said: 'That's right, isn't it?'

" 'Not quite,' I answered in a loud voice, 'by stretching my imagination a little because the shipper is a good fellow, I managed to let it score 87.'

"Of course the class gave him a big laugh, and he turned red as a gobbler in the face. He did not stay around long after that, and he has never been back since."

Little happenings like this serve to break the monotony of a life on the street, which is otherwise a routine of dollars and cents mixed in with a mass of market information which in the course of years grows to be dull and uninteresting, without any of the human element which the beginner sees.

PHILADELPHIA.

Supplies of All Grades Under Control—No Unusual Surplus.

[By The Creamery Journal Staff Correspondent.]

Evidently the mild weather, which has so generally prevailed over the greater part of the country has been a big factor in affecting the demand and price of butter, this having been the mildest January in a number of years.

During the first half of the month, prices declined 3@4c and now in the last half the cutting is still going on. At the opening of the week, January 19th, the market was overstocked with all grades except the highest and it became quite apparent that prices would have to be lowered if a demand was to be created sufficiently broad to absorb the receipts. On January 20th, there was a sharp decline of 3c, but buyers still refused to operate beyond their immediate requirements and nothing was accomplished. On the 21st, quotations were lowered 1c but the market remained in an unsettled condition, and it was not until the 22d, when another cent was subtracted, that the demand was stimulated enough to bring out

interested buyers. The market has consequently developed a steadier tone and jobbers are now showing a disposition to take their complement of stock.

The receipts of fancy goods are light and with "specials" at 33@34c and "extra" at 31@32c they are readily cleaned up. Medium grades however which comprise the larger portion of the stock offered are slow but as the whole market is in fairly good shape, supplies of all grades are under control and there is no great surplus of any description.

Holders of storage creamery are asking about as much as for the same quality of fresh goods and are quite anxious to un-

(Continued on page 15.)

Why Not Install a Modern Refrigerating Plant?

You wouldn't think of installing obsolete machinery.

The same reasons should impel you to eliminate the old-fashioned, unsanitary ice-cooling system and install the

AUDIFFREN-SINGRUN Refrigerating Machine

This machine does away with the muss and annoyance of the ice man. More sanitary than the ice-cooled refrigerator, as it maintains a lower and dryer temperature in which it is impossible for disease germs to breed. And so simple in operation that a boy can run it.

Different from all other machines. No ammonia or other dangerous gases. Never has to be recharged.

Can be used for refrigeration, making ice, or both. Makes ice at the rate of 11 to 110 pounds per hour, according to size of machine used.

Hundreds in daily use, many of which have been in operation for six years without a cent of expense for repairs.

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THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

E. R. Shoemaker, Pres. & Treas. John Andrews, Vice-Pres. & Sec'y

DEVOTED TO THE CREAMERY INTERESTS OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, FEBRUARY 1, 1914.

THE SITUATION.

Whenever there is dancing, someone has to pay the fiddler. For the past six or eight years the dairy farmers of the United States have been dancing around with an independent air, saying: "If our cream doesn't suit you, let it alone. Isch ga bibble." The farmer has been educated by competition to believe that cream a week old was just as valuable as that one day old and he has been getting just as much for it.

The farmer has been warned and the buyers of cream have been warned against such practices, but they have plunged headlong into what we are facing today—a market good only for those who are making fancy butter. A market which is returning from 4 to 10c less for undergrades. And all market centers are flooded with undergrades. There has been so much poor butter thrown onto the markets, due to the poor cream evil, that the consuming public have been turned against poor butter. Then fate takes a hand and removes the tariff on butter, which allows foreign goods to come in and compete with our poor grades.

As a result of these influences, the market has been driven to an extremely low price for January. The open winter and abnormal supply, it is true, have added coals to the fire, but the chief cause of our present low prices is poor butter. Farmers whined when asked why they didn't support their local creamery. They said they couldn't afford to milk cows and sell their butter-fat for less than 35 to 40c. What will they do now with butter-

fat worth only from 26 to 33c? There are only two things that can be done. One, and the first thing, is to produce and deliver a better quality of cream. The other is to weed out the 150-pound cows and get herds of 400, 500 and 600-pound cows. When these two things have been done, foreign butter will go begging in America and once more our dairy farmers will enjoy higher prices for their product.

The democratic administration and the tariff are being blamed for present conditions, but they have had the least concern. Poor cream is entirely responsible.

We are not pessimistic, as a rule, but looking ahead we see two quite well defined paths. One is a continuation of our present direction, where awaits low prices, abandonment of the dairy cow, and accompanying low prices of farm lands.

The other path is equally well defined. We see a general reform of present methods. We see close discrimination in quality; we see poor cream turned down at our creameries; we see the quality of American butter raised so high that substitutes will not be considered as competition; we see testers and daily records in every cow barn; pure bred sires are owned by individuals and co-operative creamery companies; silos are everywhere and 500-pound cows are common.

Friends, we are at the parting of the ways. Which course shall we pursue?

The fiddlers are being paid.



The question of cream grading is forcing itself upon us. We would like to see a nation-wide movement towards a grading system, and it would be very appropriate for the Iowa buttermakers to make the initial move by adopting a resolution recommending cream grading. It would seem well for President Farrell to appoint a committee to draw up grading rules and ask every state to join in the move. Universal cream grading has to come. Why not go at it in a co-operative way and get it started right? Illinois creamerymen are getting together on a matter of quality. Wisconsin and Iowa should make a decided stand at the forthcoming conventions.



President Farrell has already started the national ball rolling. Doubtless the matter of dates and place of meeting for the next convention will be decided upon at Ft. Dodge. The question as to whether or not there will even be a convention is obsolete.



The Michigan convention is always a big one. The Michigan buttermakers are "up and comin'" and they take a back seat for no one. Grand Rapids will entertain them February 10th to 14th.



Hats off to Badger buttermakers! We wish them a very successful convention at Madison, Tuesday, Wednesday and Thursday, February 3d, 4th and 5th.

Any Product That Has Been Advertised for Years Holds Sure Profits for Dealers

No manufacturer could steadily advertise a product that did not have merit. He would go bankrupt if he did for it would not sell for his dealers. DANDELION BRAND BUTTER COLOR has been advertised for many years. That is proof that it holds big profits for you.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, — STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

THE MARKETS

(Continued from page 13.)

load their holdings. Ladles are in light offerings and dull at unchanged prices 21 @23c.

Packing stock is coming forward more liberally, there is some demand for good stock at a range of 20c, the lower grades are however neglected.

We quote fresh solid packed creamery fancy specials 34c, extra 32c, extra firsts 30 @31c, firsts 28@29c and seconds 25@26c.

The trade doubt very much that the creamerymen and buttermen generally realize the amount of business that is being done in butterine in the state of Pennsylvania. One has only to visit the interior towns to find out that the consumption is heavy; bill boards are everywhere, setting forth the names of the makers of the best qualities, and the stores selling them. Butterine is bringing 23c per pound or 2 pounds for 45c and the consumers tell you they prefer it to the medium grades of butter. It is a dangerous competitor to say the least.

NEW YORK.

Has Bottom Been Reached?—Receipts Heavy—Buyers Slow.

[By The Creamery Journal Staff Correspondent.]

Two questions are uppermost in the minds of butter operators just now. Has the market struck bottom? and, will this be a repetition of the 1910-11 year? In a little over two weeks butter prices have declined 7½c going from 37c to 29½c on extras, with every indication pointing to still further declines. It was thought when the first cut of 4c was made that the demand would be stimulated and that a reaction would set in, but this did not occur

and even two subsequent declines have not given any relief. With the heavy surplus in the cold storages and with receipts liberal, the outlook is not encouraging especially as consumption is disappointingly light. It does not seem to be entirely a matter of price for even at the low range there is no better trading than there was when butter was 37c and the lack of active buying is not confined to local operators, but is apparent in out of town orders as well.

Business in all lines of trade is more or less at a standstill and there are a large number of people out of work so that when conditions are analyzed, the slow trading can partly be understood. Just what will be done to stimulate the movement of butter is a mystery. Large operators believe that the market requires drastic handling and in spite of a quotation of 29½c on extras on Tuesday, a representative of one of the largest butter houses in the country failed to interest the buyer for a large chain store in his offer of 1,000 tubs of butter which he guaranteed would grade extras at 29c. The buyer said he preferred to hold off as he thought he could get the butter at even a better price than that. The decline on fresh has badly affected the pocketbooks of a great many receivers and those who have held butter are in the same box.

The first large shipment of foreign butter of the season came in last week. This consisted of 2,000, 60-pound boxes which were ordered about Christmas time and it is the forerunner of regular shipments. A second boatload with about 5,000 boxes is now in transit. The Argentine butter was of fairly good quality and cost net 29c landed in New York. Of the lot, 1,500 boxes were marketed locally while 100 went to Chi-

cago and 400 to Boston. Last week's offerings also consisted of 230 boxes from Australia by way of London and 250 casks from Siberia with 60 casks from Denmark. This week 700 casks from Denmark arrived. The first shipment of Argentine butter was taken by one of the big chain stores which is offering it at 30c. The quality of the Australian butter has been irregular.

Another result of the receipt of foreign butter into this country was apparent last week when a car of California fresh creamery arrived. It was in the 70-pound boxes and although the quality was fair, the butter did not take with the trade here and the car was withdrawn as a profit could not be made on the shipment. The butter has a peculiar flavor which is common to all of the Pacific product and the discriminate buyers in New York would not use it. California markets are low on account of the liberal receipts from New Zealand by way of San Francisco, and it is likely that more butter will find its way east although New York will have to do much better or it will not receive further supplies. Word was received here last week that California stock is being shipped in car lots by express to Chicago.

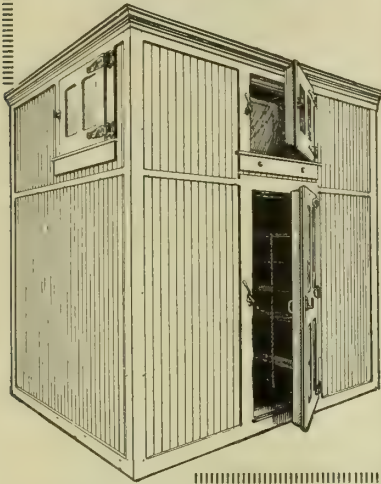
Receipts are running heavier than last week and the demand is not sufficient to clean up both fresh and held offerings so that there is an accumulation of fresh. Trad-

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Receivers and Distributors

Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

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The McCray patented system of dry, cold air circulation holds every portion of the interior at a constant low temperature.

The McCray is the Standard

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All styles—for Dairies and Residences. Send for the Catalog you would like:

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ing at times seems to be at a dead standstill, and one of the largest receivers the other day reported that his entire business consisted of selling but 85 tubs, about the lightest in the history of his firm. Telephone calls to prospective buyers did not develop any business and jobbers are not speculating to any extent but are largely working on contract orders. With an uncertain market nobody wants to stock up in advance of needs.

Receipts last week were 42,733 packages, while the week before they were 38,137, which is on a par with the same week a year ago. The increase is due to larger shipments from some of the creameries and owing to the open winter in many sections. Some of those which have shut down during the cold spell in October and November are now operating again. The car from California also swelled the arrivals. The total supply of foreign stock last week consisted of 2,668 packages containing 172,330 pounds.

A better outlet will develop now because retailers have lowered prices. Up to this time many of them kept retail butter prices on the same level they did when they were purchasing their supplies around 37c. Storage butter has weakened in sympathy with fresh and has also been lower, although the finest lines have held up fairly well as the large cutters of butter are still using fine held to some extent as they will not switch off to fresh until they are sure that they can work on this all season. With the lowering fresh prices, however, during the past week, there has been a remarkable falling off in the use of held stock.

Process has been slow and lower with the undergrades sadly neglected on account of the competition which they met from the same lines of creamery stock. Ladles have been about the only thing in the line which have shown any firmness and even they have tapered off during the past week or so. Packing stock was lowered but the market is pretty well cleaned up as arrivals are not burdensome.

There is a movement on foot to have the New York Mercantile Exchange drop the use of the term "ladle" and officially consider this butter as "factory." The suggestion to this effect has been made by the butter committee of the exchange and referred to the executive committee. It is

likely that the recommendation will be approved as New York is one of the few markets which uses the term ladles.

Kurrent Komment

By KEWPIE

It is often said that if you want to get an honest man for public office, find one who has never been in politics. Davenport, Iowa, is now in a hot pre-election campaign for city officials. Like all cities, there are two factions—one which wants to perpetuate the "water-tight" ring, the other which is op-



H. E. Shucknecht, Chicago, Ill.

The multitude of friends of H. E. Shucknecht, better known to the boys as "Shuck," will be gratified to learn of his success with the Worcester Salt Company, with whom he has been for several years. He has risen in the company from a traveling salesman to a director, and has been manager of the Chicago office and western territory for many years. The Worcester Salt Company believes that "it takes the best to make the best." Mr. Shucknecht is very popular among the creamery trade everywhere, and is an excellent director of men. He is a hard and faithful worker himself, which is one of the first qualifications for a good manager. Congratulations, Shuck!

posed. Our brief observation of Davenport's government is that at present it is decidedly monarchical. The Progressives include many of the city's younger business men who believe in graftless city control. Therefore, the position of mayor is an important one, and what it lacks in salary it makes up in honor. Anyway, when the Progressives began looking around for a suitable candidate for mayor, they very quickly and unanimously landed on M. J. Sweet, commercial agent of the Merchants' Despatch for the tri-city territory. "We picked Mel," said one of the leaders, "because of his sterling character. We must have a man who will stand firm for the right and one on whom we can absolutely depend. That man is certainly M. J. Sweet." The nomination was declined by Mr. Sweet owing to his many business duties. Not satisfied with his answer, his friends sent in several letters to the highest officials of the New York Central road in the hopes of getting an acceptance, but in vain. In the eyes of his many friends in the tri-cities and throughout the trade, the honor is just as great.

Mr. Sweet began his railroad career at the very bottom of the ladder—agent in a "jerk-water" station on a branch road. Step by step his close application to business and loyalty to his employer's interests have brought him forward and he is at present occupying a very important position. He is a young man and we predict still greater things for him.

His host of friends in the trade will join us in extending congratulations.

There are knockers in all lines of business—not excepting the publishing business. When a man knocks on a competitor you may depend on it that there is something about the other fellow that he fears. It may be that the other fellow has something as good or better than his own. The knocker fears competition and he believes, in his narrow mind, that he can pound competition off the map. The knocker is a pitiful example of pre-historic ignorance. By knocking he admits his inability to stand on his own feet. A man who will knock a competitor is a commercial Judas who will betray a customer as quickly as a competitor if he imagines he sees an opportunity for self gain. The knocker never gets new business by his knocking, but, on the contrary, he weakens his own fighting ability by creating a hatred for himself among his business friends. There is only one hope for the knocker. When the truth that every knock is a boost finally penetrates his understanding he will cease his obnoxious tactics and spend the time boosting his own business. Don't fear the knocker.

I'm not going to mention any names, but a young man engaged in the creamery trade and well known to a great many, recently attended a dance at Albert Lea. He had a pal with him. They had the address of the girls written on their cuff and were due at the house about 8:15. It was after 9 when they arrived. They stood on a corner for 45 minutes waiting for a street car before they discovered there wasn't any rails or trolley in the street. It was on Friday night. ("Curse the luck.") They hired an enclosed conveyance and on their way one of the horses dropped dead. The party of four was transferred to another "hack" and just as one of the "boys" stepped in, a board in the floor broke and his foot went through to his knee. They finally reached their destination. "What's our bill, my friend?" said the drummer. "Is a quarter too much?" replied the driver. For the third time one of the girls fainted.



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COMMISSION, contract or track, and can *serve you well* because our facilities for handling butter are unequaled. Constant outlets, large capital, efficient management, expert salesmen, heavy consumers—all combine to make ours the leading house in both markets.

To Try Us Is To Stay By Us

“THE OLD RELIABLE”

Hunter, Walton & Company

NEW YORK

CHICAGO

Wisconsin Scoring For January

AVERAGE SCORE OF 64 TUBS, 94.7

The 64 tubs of butter entered for the January scoring were judged by three men. Each tub of butter was known by a number only, yet when the work was finished each man had placed nearly every tub in its true relation to the quality of the raw material received at the factory.

Method blanks stating how the butter was made were received from 46 factory operators. One of these was not used in the following tabulation, because the butter exhibited at Madison was made from less than 500 pounds of selected cream. Forty-five men furnished the information as to the method of making. Four of these stated that the butter was made in factories receiving whole-milk. The average score on the butter in this lot was 94.7, lowest 94.50. There was another lot of 15 men who made the butter from both milk and cream with an average score of 93.8. Only two out of the 15 tubs scored less than 93, highest 95.33. The two tubs that did not reach the 93 mark represented practically all farm skimmed cream. One tub represented only 150 pounds of milk and 748 pounds of cream. The cream varying in age from five to 10 days and the other tub represented equal amounts of milk and cream.

In the cream class there were 26 exhibits with an average score of 91.3 or three points below the whole-milk butter and 2.5 points below that made from both milk and cream. Only two tubs in this lot were placed in the “extra” class or a score of 93 and high-

er, the highest score being 94.83. In other words, 92 per cent of the butter that scored under 93 was made from cream skimmed on the farm. The highest scoring tub in the cream class was made from all the cream received at a factory located in northern Wisconsin. The buttermaker stated that the cream was of good quality and two and three days old when received. The cream was heated in the ripener to 140 degrees Fahrenheit. After holding for 25 minutes it was cooled to 70 degrees and 30 per cent of starter added. Three hours later the cream was cooled to 46 and held for 17 hours. The average score on eight tubs received from this factory, May to December, was 95, the lowest score being 93.50. Consequently, good butter is always made at this factory, the lowest score on 21 exhibits being 93.16.

Why is Good Butter Made at This Factory?

It is not out of place to ask why this man always makes good butter. The tub sent to

Madison is always a representative of his daily make. In a letter received a few days ago the buttermaker stated, “The commission firm that buys our butter is very much pleased with our product, but they never score it higher than 93. Butter from the same churning as the tub sent to Madison will score 93 on the market against an exhibition score of 95 or higher.” This man raised the question, “What is the gain to a factory to make 95 scoring butter when no more money is being paid for this kind of material than for the 93 product? Pasteurization, the use of starter and frequent deliveries of cream increase our cost of manufacture.”

Every factory making good butter has the satisfaction of knowing before the product is shipped that the commission firm and the consumer will be pleased and there is no danger of ever having to look for a new market.

The reasons why good butter is being made at this factory may be enumerated as follows:

1. The buttermaker is progressive and wide awake.
2. There is perfect harmony between the

(Continued on page 20)

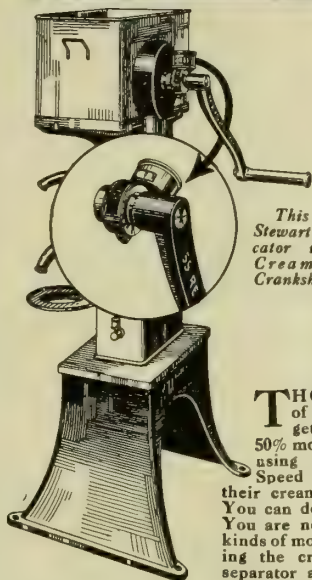
Perfection Brand Butter Color
HIGH IN QUALITY :: :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

Increase Your Cream Separator Profits!



This shows the Stewart Speed Indicator installed on Cream Separator Crankshaft.

THOUSANDS of dairymen are getting 10% to 50% more cream by using the Stewart Speed Indicator on their cream separators. You can do the same. You are now losing all kinds of money by turning the crank of your separator at the wrong speed. The

Stewart Speed Indicator for Cream Separators

is an instrument that goes on the crankshaft of your separator. Its dial tells you when you are operating your separator exactly correct so as to get every bit of cream out of your milk.

Nobody can turn any separator at the right speed without the Stewart Speed Indicator. One dairyman with 20 cows lost \$524.10 in a year just because he guessed at the speed. Another, owning 8 cows lost \$18.50 in one month by guessing.

Fits any Separator—\$10 Complete

No matter what make your cream separator is, the Stewart Speed Indicator will fit it—and the price is only \$10 complete.

You can order one from any hardware dealer, or cream separator dealer, or, send to us direct.

Information and Butter Books—FREE

Fill out the coupon below and mail it to us. It will bring you this book that tells you how to get the cream profit that you are now losing every day.

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Please send me, free, all your literature on
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Michigan Dairymen's Convention

(Continued from page 7.)

exhibition hall on two sides, is located an electrically operated pipe organ, with band attachments, that will be in operation during such times as the formal sessions of the convention are not in progress. The repertoire of the instrument includes both classical airs and the latest rag time melodies and will be an entertainment feature much enjoyed by both "high-brows" and the devotees of the Tango.

Special sessions will be held on both Tuesday and Wednesday evenings. On Tuesday evening the program will provide a demonstration lecture by Prof. A. C. Anderson of the agricultural college. In this lecture Prof. Anderson will use two cows, one of good and the other of poor dairy type. This will be positively the first appearance of a real dairy cow on the stage at any meeting in the history of the association. The animals will be furnished by Milo H. Edison of Grand Rapids—or at least the animal of good type will be one of Mr. Edison's pure bred Jerseys; while the other will no doubt be of anonymous ownership.

On Wednesday evening the members and, it is hoped, a goodly number of Grand Rapids citizens, will attend a session in which market milk will be the chief subject of discussion. A moving-picture exhibit is on the program for this session that will show the methods of handling milk employed at Lakewood Farm, in Calhoun county. The results of the market milk contest will be announced at this time and addresses will be delivered by an expert from the Department of Agriculture at Washington and by J. H. Skinner, jointly connected with the Grand Rapids Association of Commerce and the Farm Demonstration work in Kent county.

On Thursday evening the annual banquet will be held at the Livingston hotel, where arrangements have been made by Martin Seidel, chairman of the banquet committee. Mr. Seidel is now planning to introduce some new and novel feature at this banquet that will assist the speech makers in their efforts to provide entertainment. Invitation to attend this event as guests of

honor have been extended to all of the living former officers of the association. Of these, nine have already signified their intention to be present, including E. A. Stowe, first secretary. Governor Woodbridge N. Ferris will also deliver an address at this banquet.

As stated in the opening paragraph, the executive committee is working harmoniously and diligently to provide a series of events at the Grand Rapids meeting that will prove of interest and profit to every person engaged in extracting a living from the products of the dairy animal. The show will be there, complete, and wholly representative of Michigan's dairy industry on the morning of February 10, 1914.—George H. Brownell, secretary, Michigan State Dairymen Association.

Wisconsin Buttermakers Attention!

We hope as many buttermakers as possible will endeavor to induce their managers to attend the convention at Madison. If the manager cannot get away be sure to get some patron to represent the creamery. Our program contains many subjects that will be as interesting and profitable to the manager or patron as to the buttermaker. Remember that in order to compete for the district prizes someone from the creamery must sign the entry blank at the secretary's office in the Park Hotel.

Buttermakers should try to bring a good starter with them. At this season of the year it is always cold enough so that a starter can be easily cooled by setting it outside the hotel window for a few minutes. Last year a number of the boys placed their starters outside the window and when they came back they were frozen. Precautions should be taken to avoid this. The starter exhibit as announced will be held Wednesday morning. Five thermos bottles will be given to the five best starters as judged by Mr. Bruhn. A buttermaker can net a state or district prize and a starter prize also. In case you do not have an entry blank, send your tub to F. W. Bowar, superintendent, Dairy School, Madison, Wis., and follow it up with a statement or letter explaining how the butter was made, salt used, color used, etc.

We have just received a note from Mr. Rogers at Washington stating that he will surely be with us. This address will be worth a great deal to the buttermakers of Wisconsin. In fact if you want to be a live wire in the greatest dairy state in the Union you will connect up with Madison, February 3d to 5th.—G. H. Benkendorf, secretary.

The Value of Co-operation

(Continued from page 3.)

system that suggested this discussion, ours is founded upon the brotherly basis of helping each other on a just and equitable arrangement. The value of this system is further shown by the fact that our state is gradually forging ahead of other states; one after another is left behind, and it is only a matter of mathematical calculation to find out when we shall have the foremost dairy state in the Union. But in doing this we cannot swerve from the system by which we have won. The plans for the structure must be well calculated, the material well selected, information must be general among those interested, in order that the system may be perfected.

It is not only the dairyman who is interested in this, but everyone who is interested in the upbuilding and welfare of our state.



Prof. Carl E. Lee, Madison.

The man who has raised the quality of butter in Wisconsin three points in five years. He knows, so it is said, all there is to know about butter. Some say he is radical, but we don't think to the critical point. True, his convictions are strongly seated, but that is a point in his favor. Wisconsin creamerymen can well boast of a Babcock, a Farrington and a Lee.

ESTABLISHED 1869

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near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

Receipts of Butter and Cheese in San Francisco for Two Years.

	Pounds butter		Pounds cheese	
	1911-12	1912-13	1911-12	1912-13
October	1,946,800	2,035,900	728,080	956,000
November	1,300,350	1,819,900	619,500	700,500
December	1,114,900	1,696,500	496,400	757,800
January	1,236,400	1,767,500	594,500	599,700
February	1,723,400	1,378,100	780,200	482,800
March	1,645,900	2,008,100	352,900	792,000
April	2,183,600	2,694,700	987,800	657,600
May	2,883,600	2,614,000	1,762,200	915,500
June	2,309,400	2,106,200	1,584,600	958,100
July	2,620,400	1,711,100	1,391,400	919,300
August	2,626,400	2,593,600	1,504,200	1,214,000
September	1,957,700	1,479,500	756,900	570,400
Totals	23,548,850	23,905,100	11,758,680	9,523,700



Frank Bowar, Cazenovia, Wis.

An experienced buttermaker who has not only made good in the creamery but who has made good with the Badger buttermakers. He is an enthusiastic progressive in the creamery business, and has made an excellent vice-president of the Wisconsin Buttermakers' Association. He is a chairman of unusual ability.

Announcement

Owing to a change in the decision of the judges, who acted in the Iowa creamery grounds beauty contest, the prizes and honors are re-placed as follows: First, Guy Thomas, Clear Lake; second, A. F. Bolig, Fenton; third, G. Steussi, Manchester; fourth, A. Erickson, Clermont.

California Dairy Products

1912.

Butter, 54,940,886 pounds	\$16,905,310
Cheese, 4,785,617 pounds	739,856
Condensed, evaporated and powdered milk, 9,770,784 pounds	961,662
Casein, 1,065,000 pounds	53,250
Market milk and cream	10,000,000
Calves produced on dairies	2,000,000
Skim-milk and butter-milk	1,500,000
Total	\$32,160,078

1913.

Butter, 55,542,709 pounds	\$17,840,318
Cheese, 5,600,972 pounds	899,516
Condensed, evaporated and powdered milk, 8,637,928 pounds	777,468
Casein, 665,000 pounds	33,250
Market milk, cream and ice cream	11,000,000
Calves produced on dairies	2,000,000
Skim-milk and butter-milk	1,500,000
Total	\$34,050,552

Prices in San Francisco.

1911-1912

1912-1913

	Butter	Cheese	Butter	Cheese
October	30.68	14.57	34.00	16.92
November	31.39	16.50	33.04	17.93
December	33.03	15.96	33.66	15.89
January	35.38	16.15	34.28	15.44
February	34.60	16.42	35.10	16.63
March	31.42	18.85	35.43	15.47
April	27.71	16.92	29.10	15.88
May	25.29	13.59	26.98	14.22
June	27.60	13.69	27.72	14.79
July	22.82	14.12	28.95	15.54
August	31.31	14.04	32.43	17.16
September	33.08	14.65	34.78	16.82
Av. for 12 mo. 30.77	15.46	32.12	16.06	

Two Gold Medals and Other High Scores With COLONIAL SALT

AFTER winning two gold medals and other high scores with COLONIAL SALT, Mr. Anderson was justly grieved when a rival salt company spread the report that his capital prizes had been won with their product.



Otisco Co-operative Creamery Association
A. J. ANDERSON
BUTTERMAKER
Winner of Two Sweepstakes
One at Milwaukee in 1909—Score 97
One at Chicago in 1911—Score 97½

Otisco, Minn. Jan. 1st, 1914

Mr. W. M. Weeks,
Mpls. Minn.

Dear Sir,

I will drop you a few lines and tell you what The Salt Co. is telling The Buttermakers. They told me I understood one can load Salt. They are telling around that I won both Gold medals on Salt which I don't like very much. I will get up and swear to it I won both of my Gold Medals on Colonial Salt, and most of my high scores with Colonial salt & was a good bit of Butter for American cream contest that will score high. I will make a good ad for willow claim as well. I will call your attention to this if it is important.

Sincerely Yours
A. J. Anderson

IN selecting his salt Mr. Anderson used the same experienced judgment that he applied to the choice of his cream and to all the processes of butter-making.

IT was a reflection on his skill to assert that he would try experiments with other salts when COLONIAL was obtainable. In preparing for a scoring contest he naturally takes no chances, but uses always

The Salt That Melts Like Snow-flakes and Dissolves Like Mist

IF you, Mr. Buttermaker, have ambitions to win a gold medal in the next butter contest, take time by the forelock and send for a package of medal-winning COLONIAL.

The Colonial Salt Company

CHICAGO:

AKRON, OHIO

BUFFALO:

431 So. Dearborn St.

D. S. Morgan Bldg.

CHR. HANSEN'S Lactic Ferment Culture

Is the BUTTER CULTURE that imparts the greatest keeping quality to butter as is shown in the following one-year prize-winning record of Mr. S. B. Cooksley, St. Joseph, Mo., winning three first prizes, two second and one third prize; also five diplomas using Chr. Hansen's Lactic Ferment. Order Chr. Hansen's Lactic Ferment now and get more for your butter.

CHR. HANSEN'S LABORATORY LITTLE FALLS :: NEW YORK

Wisconsin Scoring For January

(Continued from page 17.)

management of this co-operative factory and the buttermaker.

3. The buttermaker is personally acquainted with his patrons.

4. The buttermaker is a firm believer in pasteurization as a means of making a more sanitary product and in the liberal use of starter.

5. The buttermaker does not practice the method of accepting cream of low quality from a few of the patrons, and then shipping it to a competing factory.

6. The factory is well equipped.

7. The aim of the factory is to be a market place for good cream within its own territory.

8. The patrons understand that tainted cream cannot be made into good butter.

9. There is no market at this factory for anything but good cream.

10. The supply of cream is not dependent upon haulers.

11. The creamery management and the buttermaker place some of the credit for making good butter to the college of agriculture and the scoring exhibition work.

There are other factory operators that have made fully as creditable a record as the one referred to and there is still a larger number that have failed because the factory has no standard as to the quality of cream that shall be received.

"The farmers will produce good cream whenever it is known to them that there is no market for the tainted product" was the statement made a few days ago by the editor of a dairy paper.

What The Men Are Doing.

This month every exhibitor in the milk and the milk and cream classes, and 31 per cent of those in the cream class, used a starter. Several of the men heated the cream in the ripener to a temperature of 140 and after holding it from 20 to 30 minutes cooled to from 65 to 70 and then added the starter.

W. O. SAXTON & CO. Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

Bowman & Bull Co. CASH BUYERS—RECEIVERS

136 W. Lake St., Chicago

ALL GRADES BUTTER, EGGS, DRESSED POULTRY

Our proposition will interest
you. Write us. :: :: ::

One man received a score this month that was six points higher than for one month ago. The method of manufacture was the same but he had received better raw material. This month, 5,000 pounds of milk and 300 of cream were used against 4,000 pounds of milk and 2,600 pounds of cream a month ago.

Seventy-two per cent of the butter contained between 13 and 15 per cent of water. Several exhibits contained too low a per cent of salt, while in others too much salt had been used.

State Convention is Next.

The next scoring will be held at Madison in connection with the state buttermakers' convention and the special course offered at the same time by the Department of Dairy Husbandry. A large number of exhibition men are planning on being present. The butter must be addressed to Frank Bowar, care Dairy School, Madison, Wis. and shipped not later than January 29th.

The following is a list of the men who sent butter to the January scoring, receiving 90, or above as a score and wishing their scores published.

	Score	Salt
J. D. Anderson, Spring Valley.....	91.16	4.1
Ed. Buchen, Antigo.....	90.16	2.4
John A. Berthaus, Coloma.....	91.16	2.5
L. L. Bolstead, Basco.....	96.00	3.0
Herbert Bartel, Pebbles.....	94.66	3.5
W. F. Conway, Troy Center.....	94.66	3.3
Claus Christenson, Stoughton.....	93.50	2.1
M. Christopherson, New Franken.....	93.00	3.6
Odin Christenson, Nelsonville.....	93.00	2.1
W. J. Dehn, LaValle.....	92.66	2.9
Ole Esker, Dallas.....	95.00	1.4
Rudolph Else, Helenville.....	94.83	3.3
Grove Bros., Columbus.....	92.33	1.6
Joel Gilbertson, Neillsville.....	90.66	1.6
H. J. Herremann, Black Earth.....	91.16	1.3
Geo. Garlid, Knapp.....	90.00	4.7
Carl Jorgenson, Rose Laen.....	94.83	1.7
Geo. Johnson, Waupaca.....	90.50	1.6
Theo. Jorgenson, Chippewa Falls.....	91.83	2.4
H. C. Jochinson, Bark River, Mich.....	92.00	3.7
F. H. Kelling, Johnson Creek.....	94.66	2.9
E. E. Koch, Marshfield.....	94.16	2.0
Paul Kottke, Cedarburg.....	95.33	1.4
Olaf Larson, Fennimore.....	95.33	1.2
Theo. Lennartz, Frederic.....	91.33	2.7
Axel Larson, Durand.....	93.00	1.9
Peter Lund, Askeaton.....	90.66	1.8
John Miller, Baraboo.....	91.50	3.4
J. C. Miller, Augusta.....	92.00	1.9
Frank Meisner, Fennimore.....	94.50	.9
John E. Matson, St. Croix Falls.....	95.16	1.4
G. A. Moldenhaur, Montello.....	92.50	1.9
Anton Nachwey, Dorchester.....	92.16	3.6
A. M. Newman, Black Earth.....	92.00	1.6
H. D. Nichols, Elkhorn.....	94.50	2.5
Lauritz Olsen, W. DePere.....	94.66	1.6
F. D. Packard, Prescott.....	91.16	2.2
Hans H. Pederson, Warren.....	91.50	2.4
J. H. Peterson, Wilson.....	91.66	3.5
Louis Peterson, Bonduel.....	93.16	2.3
F. Raasch, Vesper.....	90.16	2.0
John Schiller, New Holstein.....	94.50	3.3
Chas. Schoenrock, Wausau.....	91.50	3.8
T. W. Schuman, Hayward.....	91.00	2.4
Wm. Seiger, Chaseburg.....	92.50	1.5
John Schield, Fall Creek.....	91.83	3.9
Peter Severson, Neillsville.....	90.16	3.3
Fred Speich, Pittsville.....	91.16	2.4
Wm. Schoessow, Thiensville.....	94.00	1.2
H. H. Whiting, Cedarburg.....	94.33	.9
Grant Winner, Humbird.....	91.83	2.2
Wm. Wichman, Abbotsford.....	91.50	6.3
Geo. Young, Stiles.....	95.00	1.8

—C. E. Lee. In charge Wisconsin state butter and cream scoring exhibitions.

Dillon With Colonial

H. P. Dillon, of Oshkosh, Wis., has been appointed as the Colonial Salt Company's representative in Wisconsin to fill the vacancy made by the recent death of Chas. H. Williams. Mr. Dillon has travelled in Wisconsin for the past 10 years for the A. H. Barber Creamery Supply Company of Chicago. He is very popular among creamerymen and will doubtless be successful as a salt salesman.

Farmers around Greensbor, N. C., are organizing a co-operative creamery.

Indiana State Dairy Association Meeting

Ideal weather combined with a growing interest in the dairy business, made a condition that increased the attendance at the annual meeting of the Indiana State Dairy Association (held January 15th and 16th at Purdue University) beyond the expectation of every one. The meeting was held in Fowler Hall, which proved to be an ideal location.

Every number on the program was given on the hour scheduled without exception. Prof. C. G. Humphrey of Wisconsin; Prof. H. A. Harding of Illinois, and P. H. Crane of Ft. Atkinson, Wis., were the out-of-state speakers. Prof. Humphrey spoke upon the subject of growing dairy heifers. He explained how the care of the calf and heifer determined the development and usefulness of the mature cow. The lecture was especially interesting because of the fact that specific directions were given for feeding and caring for young calves.

Prof. Harding gave a pleasing lecture on the subject "Quality as an Economic Factor in Production." The speaker said that whenever quality in milk was recognized by the consumer he was willing to pay for it reasonably. He also made the statement that when the dairyman was actually paid for quality, he was eager to produce it. Prof. Harding also stated that common bacteriological counts as made by milk inspectors had but little to do with the guarding of the health of the public.

Mr. Crane spoke on the subject of advertising and its relation to the dairy farmer and breeder. He explained why every man should be interested in methods of advertising, no matter whether he be buyer or seller. Different methods of advertising were discussed.

Every number on the program was eagerly discussed; questions and answers being given as long as time would permit.

A business meeting was held Friday morning, and the following officers were elected:

President, Charles Benjamin, Crown Point; vice president, D. F. Maish, Frankfort; secretary-treasurer, H. C. Mills, Lafayette; president northern auxiliary, Samuel Schlosser, Plymouth; president southern auxiliary, John Risch, Vincennes; president western auxiliary, W. R. Davis, Frankfort; president eastern auxiliary, E. A. Marple, Muncie; dairy field agent, J. R. Garver, Purdue Experiment Station.

Twenty-two entries of creamery and seven of dairy butter were received for the butter scoring contest.

Creamery Butter.

Ed. Huebsman, Lamar	95
Frank Myers, Columbia City	94½
Ora Newman, Westfield	94½
M. E. Wolcott, Aurora	94
Freese Bros., Nappanee	93½
Polk Sanitary Milk Co., Indianapolis	93½
J. G. Vess, Kansas City, Mo.	93
Evansville Pure Milk Co., Evansville	93
Harry Johnson, Schlosser Bros. Creamery, Frankfort	93
Danville Creamery Co., Danville	92½
Otto Berg, Bremen	92
John Hornby, Englefield	91½
Liberty Creamery Co., Liberty	91
H. C. Dupler, Bloomington	91

Dairy Butter.

Mrs. B. A. Hodges, Lafayette, 1st premium.

Mrs. Anna Noll, Shadeland, 2d premium.

Mrs. Joseph Hays, Marion, 3d premium.

Dairy Equipment Exhibition.

Four exhibitors of dairy equipment were in attendance. The De Laval Separator

Company was represented by H. E. Gish. Mr. Gish demonstrated the farm size cream separator and milk clarifier. The Illinois Silo company was represented by Oscar Warnock. The Kalamazoo Tank Silo Company was represented by T. E. Bosher. The J. E. Porter Company, manufacturers of stable equipment, was represented by Mr. Howland.

Oleo Law Unconstitutional

The New York state court of appeals hold the oleomargarine law to be unconstitutional. It was declared that the legislature might enact laws to prevent deception and fraud in foodstuffs, but that giving yellow color to oleomargarine was not done with the inten-

tion of committing fraud. The decision was handed down in the case against John J. Guiton and others charged with manufacturing oleomargarine in imitation of butter.

Oleo Statute is Upheld

The supreme court of Missouri in a recent decision by Judge Walker, sustained the validity of the state law prohibiting the selling of oleomargarine for butter. The statute also prohibits the manufacture of oleo to look like butter.

The decision was written in the case of Jacob Mauer, Benjamin Surkamp and Thomas Shortell, who were convicted in the St. Louis court of appeals for violating this statute and were fined.

From East to West

*It Takes the } BEST
to Make the }*

At the Convention of the New York State Dairy-men's Association, held at Syracuse, N. Y., December 8-12, 1913,

H. L. SMITH, Crittenden, N. Y.

made highest score. He used WORCESTER SALT.

At the Convention of the Washington Association, held at Seattle, December 11-13, 1913, Pt. Williams Creamery made highest score. They used WORCESTER as did four others making the next five highest scores.

A good buttermaker and WORCESTER SALT make a winning combination. WORCESTER does not handicap your efforts to obtain best results. Use it once and you will always use it.

Worcester Salt Co.

Largest producers of high grade salt in the world

Factories:
Silver Spring, N. Y.
Ecorse, Mich.

NEW YORK

Offices in
Boston, Philadelphia,
Chicago, Columbus,

To Iowa Butter-makers!

EVERY buttermaker in Iowa who is interested in the welfare of the creamery business of the state, who wants to go ahead, who wants to have a state association second to none in the United States, who wants to see Iowa at the top and who wants to be among the top buttermakers of the top state, is urged to enlist in the Iowa Buttermakers' Association. This is an organization by the buttermakers and for the buttermakers. It is your association.

Are you loyal? Are you planning on attending the Ft. Dodge convention, February 17th, 18th and 19th? Are you going to send a tub of butter?

If you can't attend the meeting send a tub of butter. If you can't attend and won't send butter, at least join the association. Cut this ad out and attach a dollar bill and mail to

J. J. BRUNNER, Secretary
Strawberry Point, Iowa

WANT CLEARINGS

A bulletin of wants. Postings are free to buttermaker and creameryman subscribers. No ad containing over 60 words accepted, and no more than four insertions will be given during the subscription year. If ad contains blind address, 10c must accompany copy. To others than buttermakers and creamerymen, the charge is 1c per word per insertion, payable with order.

Positions Wanted.

POSITION WANTED—By a buttermaker with 18 years' experience, 10 years in centralizing plant, eight years in co-operative and individual creameries. Can manage centralizing or local creamery. Thoroughly up-to-date. Can furnish best of recommendations from former employers. Not a cheap man but one who can produce results. State output, salary and give full information in first letter. Married and temperate. Can come at once. Address at once to No. 666, care The Creamery Journal.

POSITION WANTED—By buttermaker with eight years' experience. Understand all up-to-date methods in whole-milk or gathered cream plant. Understand pasteurization, moisture control and starter making. Five years in centralizer plant and three years under own management. Married. Can furnish references. Can come at once. Address R. E. Bantz, Independence, Iowa.

POSITION WANTED—As buttermaker. Seven years' experience. Understand all up-to-date methods in operating whole-milk or gathered cream plant. Am proficient in pasteurization, moisture control, starter making and refrigeration. Married, with small family. Can come on 15 days' notice. Position preferred in Iowa. Address H. W. Maus, Lock Box 52, David City, Neb.

CREAMERY MANAGERS—Those wanting a man who can give satisfaction in any branch of creamery work, having dairy certificate and a record for making high scoring butter. And well acquainted with market conditions and can help get high prices. Am married and have 11 years experience in both whole-milk and gathered cream plants. Address H. H. Whiting, Cedarburg, Wis.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretory work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

POSITION WANTED—By Danish butter and cheesemaker; 30 years old, married; 12 years' experience. Three months in America. Can speak German. Many years with last employer. Can give best of references. Address A. F. Jacobsen, 408½ Pulaski street, Brooklyn, N. Y.

POSITION WANTED—By first class buttermaker experienced in all up-to-date methods. Have taken course in Iowa State College at Ames. Can give the best of references from former employer. State output and wages in first letter. Address Ernest E. Green, Prescott, Iowa.

POSITION WANTED—By buttermaker with 10 years' experience, 5 years in Denmark. Best of references from former employers. State output and wages in first letter. Can come March 1st or 15th. Address J. C. Rasmussen, Perry Creamery, Perry, Okla.

POSITION WANTED—Experienced bookkeeper married, 28 years old, able to take charge of creamery, desires position where accuracy of figures, knowledge of modern buttermaking and honest, reliable service is needed. Address Box 455, Trinidad, Colo.

POSITION WANTED—By first class butter and ice cream maker with 8 years' experience. Understands all up-to-date methods. Can handle eggs as a side line. Can come on short notice. Address B. M. S., care The Creamery Journal.

For Sale.

FOR SALE—One 1,000-lb., one 2,000-lb., one 3,500-lb. Reid pasteurizer; one tubular cooler; one Duro sanitary pump, 1,600-lb. capacity; one 300 and one 400 gallon Wizard vat, copper lined; one 300-gallon skeleton vat; three Reid separators, 2,500 to 3,000 capacity. Address "Dept. Y," care The Creamery Journal.

FOR SALE—Best equipped creamery in northern Iowa. Frame building 32x52. Brick stack and boiler room 20x20. Large ice house and store rooms. Machinery and buildings in excellent shape. Made 150 tubs in flush 1913. \$2,800 takes it if sold at once. Address No. 4444, care The Creamery Journal.

FOR SALE—Wholesale and retail ice cream business with first class equipment; general supplies, machinery, wagons, harness, horses, etc.; also two new modern cottages. Cheap if picked up within 40 days, or will consider trade for first class land. Address F. P. P., Box 362, Colfax, Iowa.

FOR SALE—A good paying creamery and ice cream plant in South Dakota. Good dairy district and no competition. Cleared \$2,000 last year above expenses. For further information address "Snap," care The Creamery Journal.

FOR SALE—Randolph one-ton motor truck, stake body, tires good as new. Truck in fine working condition. Genuine bargain at \$300. Address G 1222, care The Creamery Journal.

SACRIFICE SALE—Full set of creamery supplies, 20 h. p. boiler, 8 h. p. engine, churn, vat, testers, etc., on very good terms. Address Wm. Mielke, Hartford, S. D.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

Help Wanted.

WANTED—A buttermaker, our present man having married and will quit the business. We want a man of many years' experience, who can give the best of references, to run an up-to-date creamery, working cream only. Our plant is small, but no money has been spared on it. Good salary to the right man, who can guarantee his work; married man preferred; habits to be strictly temperate, and of Christian spirit. New modern house close to the creamery just finished. This is one of the cleanest little towns in the state; churches of all kinds; population half German. Golden Creamery, Golden, Ill.

WANTED—At once, married buttermaker with some experience in creamery work. Will pay \$60 per month. Address at once to "C. C. C.," care The Creamery Journal.

WANTED—An experienced single man who would like to live in the best city in the south. I am starting a business which has a bright future and want a man who understands running a city milk plant and creamery. Full information to interested party. Address J. A. Berryhill, Charlotte, N. C.

WANTED—Buttermaker for a small creamery at Rowan, Iowa. Send recommendations and terms to D. A. French, secretary, Rowan Co-operative Creamery Company, Rowan, Iowa.

For Rent

FOR RENT—Fully equipped creamery at Otterville, Iowa. Well located in the center of good dairy community. Plant has all equipment for up-to-date buttermaking. Address all correspondence to L. C. McGill, secretary, Independence, Iowa.

[In answering Want Ads which appear under blind address, be sure to address your reply with the key number or letter first and put it in care of The Creamery Journal. Otherwise the letter is often opened before it is noticed to whom it belongs.—Editor.]

HELPS TO LIFT THE RESPONSIBILITY

The responsibility of making a good quality of butter falls largely upon the buttermaker. Under the present system of cream gathering it often happens that the buttermaker is not able to produce his best because of inferior cream.

In such cases it is very essential that the factory utensils and containers be provided with the



quality of cleanliness. The sanitary and cleaning ingredients of the "Wyandotte" not only insure a clean surface, a surface that is free from bacteria and unseen bits of contaminating matter, but the use of Wyandotte Dairyman's Cleaner and Cleanser means protection against further contamination.

That "Wyandotte" is fully able to carry its share of the responsibility of producing good butter quality has often been proved by scientific tests and more often in practical use. Expert buttermakers and winners of butter scoring contests invariably use Wyandotte Dairyman's Cleaner and Cleanser. The one standard of purity and excellence for which "Wyandotte" is known the world around is carefully maintained, consequently Wyandotte Dairyman's Cleaner and Cleanser can always be depended upon to maintain a sanitary condition in the factory. Order from your supply dealer.

Indian in Circle



In Every Package

THE J. B. FORD COMPANY, Sole Mnfrs., WYANDOTTE, MICHIGAN

This Cleaner has been awarded the highest prize wherever exhibited

The Victor Churn Has a Reputation to Maintain—and It Maintains It



The Victor Churn is the old "stand-by" of combined churns and butterworkers. It is now something like twenty-two years since the first one was built. It took favor at once with the buttermakers. They found it a durable churn, built to do the work a churn ought to do, in the way it ought to be done. And it has kept pace with the times. Every little while we have added improvements, keeping the Victor strictly up-to-date and in the lead. Today it has several patented features that no other churn can have.

However, in making it better and better, we have never added anything that would make less effective its principle of

operation. It churns by concussion and works by squeezing. It is its method of operation, more than anything else, that has gained it its good name.

The Victor Churn is the most popular churn on the market today. There are hundreds of creamerymen who would have no other. And we could publish a good-sized book of the expressions we have received from buttermakers of their appreciation of the Victor.

Make your next churn a Victor. Write us now for our special literature or talk about it to the C. P. representative on his next call.

The Creamery Package Mfg. Company

Chicago, Ill.
Toledo, Ohio

Minneapolis, Minn.
Kansas City, Mo.

Philadelphia, Pa.
Waterloo, Iowa

Albany, N. Y.
Omaha, Neb.

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV. NO. 2

WATERLOO, IOWA, FEBRUARY 15, 1914

ONE DOLLAR A YEAR

Gude Bros. Kieffer Co.

Dealers in

*Fancy Creamery
Butter and Eggs*

21 Jay Street, NEW YORK

BRANCH: 98 Mulberry Street, Newark, N. J.

P. H. KIEFFER will attend the Iowa Buttermakers'
Convention at Fort Dodge, February 18, 19, 20.

REFERENCES: Irving National Exchange Bank, N. Y.; Fidelity Trust Co., N. Y.;
Union Nat'l Bank, Newark, N. J.; Clinton Trust Co., Newark, N. J.; Commercial Agencies.

Published by FRED L. KIMBALL CO., Waterloo, Iowa

DE LAVAL

Butter Triumphs as Usual AT THE NATIONAL DAIRY SHOW

BUTTER made from cream separated by De Laval Separators made the usual clean sweep of all highest awards at the great 1913 Chicago National Dairy Show and annual Convention of the National Buttermakers' Association, just as it has always done every year since the organization of the National Association in 1892.

Whole Milk Creamery Butter

The highest score in this class was awarded to O. N. Peterson, of Rapidan, Minn., a De Laval user, as were 187 out of 200 whole milk creamery entries.

Gathered Cream Creamery Butter

The highest score in the gathered cream factory-made butter class was given R. O. Brye, of the Readstown Creamery Co., Readstown, Wis., this prize-winning butter being made from the cream of farm patrons all using De Laval Cream Separators.

Farm Dairy Butter

The highest score in this class was awarded to Mrs. D. H. Turnbull, of Monmouth, Ill., whose family has been using De Laval Cream Separators for over twenty years.

De Laval Superiority Indisputable

The evidence of the superiority of De Laval cream and butter, demonstrated by the winning of all highest awards the world over for thirty years, is so overwhelming as to be indisputable and unanswerable. A De Laval catalog, to be had for the asking, will make plain the reasons for it.

THE DE LAVAL SEPARATOR CO.

NEW YORK

CHICAGO

SAN FRANCISCO

SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 2

WATERLOO, IOWA, FEBRUARY 15, 1914

One Dollar a Year

The Iowa Buttermakers' Conclave

ALL ABOARD FOR FORT DODGE

The convention season of 1913-14 will soon be at an end, and as a fitting climax of one of the best convention seasons we have ever known, there is going to be—not one of the biggest and best, but the biggest and best meeting this season. We know because Jack Brunner, Lou Anderson, Charley Hart, Bill Mittlestadt and all the other officers and leaders of the Iowa But-

termakers' Association are going to show Minnesota and Wisconsin what a real buttermakers' convention is. We know of a good many Minnesota and Wisconsin boys who are coming down to get some new ideas.

As we have said in a previous issue, we feel that the Iowa boys are making very rapid strides in the buttermaking industry. The germ of progress and enthusiasm has gone wild in the state and every buttermaker within its borders is inoculated with a starter which is ripening up their interest to an amazing degree. Enthusiasm is extremely contagious and practically every Iowa buttermaker has been exposed and has developed a real case.

We are mentioning some of the reasons why we believe we are justified in saying that the Fort Dodge convention is going to be one which no buttermaker in Iowa

will help greatly to enliven the meeting," said Secretary Brunner, "will be the musical entertainment to fill in between the good speeches by such men as Dairy Commissioner Barney in his illustrated lecture and others equally as good. This entertainment is in charge of C. S. Payne. The business part of the program will be along the lines of a discussion led by some of the leading buttermakers of the state. This, I believe, will make the meetings unusually interesting and instructive. Another new feature which will come in connection with the butter scoring contest is that we are going to give every exhibitor of butter a premium of \$2 regardless of what his score may be. This will be given in addition to the pro rata fund as heretofore."

The banquet Thursday evening will be an event no buttermaker in the state can afford to miss. It will be for buttermakers and their wives and an excellent entertainment has been provided by the committee. They say there will be a great surprise in store for everybody.

Fort Dodge is known throughout the west as one of Iowa's best convention cities. Their business men have a regular mania for conventions and when they get them there they simply can't do enough for the visitors. They are especially anxious to show the buttermakers a good time.

(Continued on page 6.)



Charles N. Hart, Monona.

President Iowa Buttermakers' Association, and a creamery manager of unusual ability. Charley will wield the executive gavel at Fort Dodge.



L. P. Anderson, Spencer.

Vice-president Iowa Buttermakers' Association. A former buttermaker of nation-wide fame, not a has-been. He's now working for Commissioner Barney in western territory.

can afford to miss. If you stay at home you'll be sorry, because when you read what a big time they had and hear of all the things which happened, you'll kick yourself for not going.

We are making this last call to Iowa buttermakers to rally to the support of the association, and make every possible effort to be in attendance at the convention. Of course, you have sent a tub of butter or your membership!

"One of the new features which I believe



J. J. Brunner, Strawberry Point.

A powerful direct current motor, to which is attached the Iowa Buttermakers' Association. His ambition slips a belt occasionally but he has pulled the organization from 3 to 300 members in three years. Three cheers for Jack.

termakers' Association say so. Then we're not taking their word for it entirely, because we have been in contact with buttermakers all over the state the past few months and everywhere we find the boys making preparations to go to Fort Dodge. There is going to be the biggest crowd of buttermakers at the Fort Dodge convention ever assembled in the state before, and if we fail in this prediction we'll buy the president a new hat. The attendance is half of the convention. No matter how hard the officers work to get the program and other details arranged, unless there is a crowd out there isn't the interest.

There are other evidences to prove our statements. The program arranged by Secretary Brunner is great, and as he says, "there won't be a dull moment in the whole program." There'll be no chance for anyone to go to sleep "in meetin'" because the program radiates life and excitement.

The Iowa Buttermakers' Association is certainly tuned up to a high pitch and

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

.....
The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

I am wondering if there is a great deal of change in the way the creameries are being operated from the time when I was traveling amongst them. I mean in regard to the fixing up of little things at this season of the year when one has the most time to do it. In talking with some of the inspectors I find that things are going about in the same old rut with a good many, and that there are a great many plants where these things are not attended to as they should be.

It is a fact that the average buttermaker is expected to be proficient in more things



J. C. Joslin, Hartley, Iowa.

A hustling, competent Minnesota-bred buttermaker who has taken out Iowa naturalization papers. A speaker at the Fort Dodge convention and the writer of "Practical Buttermaking Hints," which now appear regularly in The Creamery Journal.

than most any body else in any other kind of work. Aside from the fact that it keeps him tied down a little more than he really ought to be, I think it is a good thing, for most every good buttermaker is able to wiggle out of almost any kind of a tight place by fixing up one way or another. In fact a fellow that is up on all the things he is supposed to be nowadays needs to be a specialist in many lines.

I started out to say something about getting ready for spring and its rush of work. Most of us are getting quite a little increase in the make and if we are going to do a lot of things we expected to do in the way of fixing our plant up we will have to get at it or be caught in the spring without having accomplished what we wanted to.

The thing that is needed every year in some part or another is the painting of the machinery and the woodwork. One can find enough once he gets started. Well a bunch of us were at Ames and saw the nice appearance that white enamel gives to churns, ripeners, etc., and no doubt a good many will follow this idea when it comes to painting this machinery. We are right at it now and I want to tell you that it sets things off wonderfully to paint it up with white enamel and trim in gilt.

We are painting our churn and intend to paint the ripeners the same way. We find

that it needs at least three coats, two primer coats and one of the bath tub enamel and I am not sure but that three primer and two enamel coats would be better in the long run. We got some enamel, not the regular bath tub enamel, and then decided that it was not good enough for the finishing coat so are using it for the primer coats. This covers better than a white primer coat would, that is why it will not be necessary for us to put on as many coats.

It sure looks swell and I see no reason why it will not be easy to keep clean for the dirt will slip off this enameled surface much easier than from ordinary paint.

The pipes need painting over at least once a year, better twice, and about the best thing for them is the aluminum paint so much used nowadays. It covers where other paint will not and stays and looks good as long as anything.

For boiler room the best to use is asphaltum iron paint. It dries a shiny black and stays well.

Don't forget the boiler front and a coat or two of whitewash on the brick work makes a wonderful change in the appearance of some boiler rooms.

The factories that are making ice cream should attend to the painting of their ice cream tubs. Select some good color or combination of colors and use this from year to year as it will become known as a kind of trade mark for your cream, which by the way should be up to the mark in quality all the time.

Some recommend painting the ice cream cans also but we have not done this as yet and do not know how much it improves the cans.

It would be a good thing, however, to pick out both ice cream and cream cans that are getting rusty and send them to the place where they are put in shape by replating, for they claim to make them as good as new. The cost is not so high but what it would be much better than throwing the cans away.

When you once start out to do this work you will find a lot of things to fix up that you did not know about, and by the time you get around you will no doubt have fixed a lot of things that if not attended to perhaps would have caused a lot of trouble. This would always come later when you were much more busy and it might handicap you to quite an extent.

I know from experience that where one is in and out of his own factory all the time he is apt to overlook a lot of little things, that he thinks do not look bad or perhaps does not notice at all, while a stranger coming in would notice at once and although he might not mention it to you (which he should do so you could remedy it) he may tell it to the next place he goes and thus give your place a bad reputation. I am sure it will pay us all to look things over carefully and try to keep our places in as neat and tidy a condition as we can so when outsiders comment on what they have seen it will be such that we will not be ashamed to have repeated.

[Mr. Joslin is now a regular contributor to The Creamery Journal. His wide experience and ability make him an authority on creamery operation. We urge our readers to ask questions and start discussions with him. These will help make his "Practical Buttermaking Hints" more valuable.—Editor.]



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

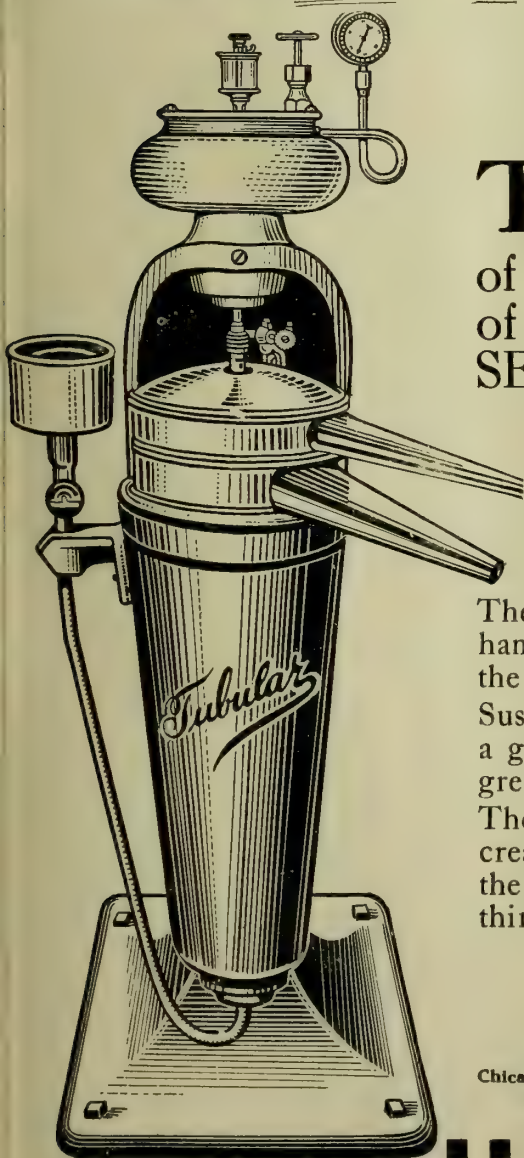
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere





COYNE BROTHERS

THERE'S MONEY IN THE NAME

We are large distributors of all grades of butter. Write us before making a contract for 1914 on your butter.

119 W. South Water Street

Dept. C

CHICAGO

The Iowa Buttermakers' Conclave

(Continued from page 3.)

The addresses and discussions will be very important, but the social mingling at a convention is too valuable to overlook. At no other place do the buttermakers, supply and railroad men get together in a body, and the success of any meeting is



W. E. Mittlestadt, Manchester.

Who holds the strong box of the Iowa Buttermakers' Association. A strong believer in and advocate of better cream and better buttermakers.

judged as largely by the social enjoyments as by the educational features of the program.

The programs and entry blanks were mailed out several days ago by Secretary Brunner, and he has handled the matter so efficiently and thoroughly that there shouldn't be a single buttermaker who did not get an entry blank in time or who is not familiar with every detail of the convention. If there is, it isn't Mr. Brunner's fault.

The first session will be held Wednesday afternoon, and Wednesday evening Governor Clarke will address the convention.

We are printing herewith the program in full, and call especial attention to it. The prizes this year are more liberal than ever and there will be more of them distributed.

PROGRAM

Wednesday, February 18—1:30 p. m.

Call to order.....President Hart
Invocation....Rev. Edward E. Hastings, Fort Dodge

Address of welcome...J. J. Ford, Mayor, Fort Dodge

Music

Response.....J. C. Joslin, Hartley, Iowa

President's address.....C. N. Hart, Monona

Report of secretary.....J. J. Brunner, Strawberry Point, Iowa

Report of treasurer...W. E. Mittlestadt, Manchester

Appointment of committees—Legislative, Resolutions

and Auditing.

Music

Address.....W. B. Barney, Des Moines

State Dairy and Food Commissioner

Address—"The Quality of the Butter on Exhibi-

tion".....J. J. Ross, Iowa Falls

Discussion—"How to Make Contest Butter,"

Led by Thomas E. Sadler, of Oelwein, and

F. D. Warner of Northwood.

Wednesday, 7:30 p. m.

Call to order, Convention Hall.

Music

Address.....Governor G. W. Clarke

Thursday, February 19—8:00 a. m.

Butter room open to members of the association,

8 to 9:30. Butter judging contest open to exhibitors

of butter only.



Erve A. Cole, Lamont.

One of Iowa's best buttermakers, who will tell how a starter gave him his start. Erve started to win medals and cups about three years ago.

10:30 a. m.—Auction sale of butter in conven-

tion hall. F. M. Brown, auctioneer.

Address—"Robbing the Creamery".....

.....F. L. Odell, Algona, Iowa

Dairyman U. S. Department of Agriculture

Discussion—"How We Make the Best Hand

Separator Butter in Iowa in Kossuth Coun-

ty." Led by R. E. Clemons of Burt, and

S. S. Hudson of Titonka.

Thursday, 1:30 p. m.

Call to order.

Address.....Prof. M. Mortensen, Ames, Iowa

Election of officers.

Address—Illustrated lecture....Dr. O. P. Thompson

Address—"How You May Educate Your Patrons

at the Creamery".....Prof. Fred W. Merrill, North Dakota

Music

Discussion—"Artificial Refrigeration versus Ice,"

Led by W. H. Chapman of New Hartford,

and W. L. Sloan, of Lowden.

Discussion—"The Usefulness of a Good Starter,"

Led by E. A. Cole of Lamont, and W. H.

Anderson of Algona.

Thursday Evening—6:30.

Buttermakers' banquet at Commercial Club rooms

given by the ladies of the Congregational church.

Secure your tickets before hand from the committee.

Friday, February 20th—10:00 a. m.

At Convention Hall

Music

Address—"Creamery Management".....

.....Miss M. E. Warner, Burt, Iowa

Address—"The Future of Ice Cream Making in

the Creamery".....W. P. Crowley, Des Moines

Report of committees

Adjournment

Prizes in the Butter Contest.

For the highest scoring tub in both the

whole-milk and hand separator classes, a

gold medal valued at \$25.

For the second highest scoring tub in

both classes, a silver medal valued at \$15.

All butter scoring above 90 in the whole-

milk class and 88 in the hand separator

class will share in the pro rata fund.

Prizes in Buttermakers' Judging Contest.

First—A silver-plated butter trier, gold

mounted, 12 inches long, in leather case;

valued at \$12.



Charles S. Payne, Oelwein.

A popular Iowa buttermaker with big musical ears. He will act the part of the "Professor" at Fort Dodge

and sing. His range is not as wide as some in Nebraska, but he is broad shouldered and carries a

tune well.

Second—A silver-plated butter trier, ebony handle, 12 inches long, in leather case; valued at \$8.

Third—A silver-plated butter trier 12 inches long, in leather case; valued at \$8.

Special Prizes.

To show our appreciation of the patronage accorded to us by the Iowa boys, we are with you at the Ft. Dodge Convention February 18-20, 1914. We will offer prizes as follows:

To the buttermaker scoring highest in either class, \$10 in gold.

To the buttermaker scoring second highest in either class, one barrel 50 5-pound sacks Milwaukee Cleanser (any brand desired).

To the buttermaker scoring third highest in either class, 100-pound sack Milwaukee Cleanser (any brand desired).

In order to compete for one of above prizes you must be using Milwaukee Cleanser of some kind at time of convention and so state on your entry blanks.—J. H. Grommon, Gen. Agt. The Milwaukee Cleanser Co., Manchester, Iowa. 274 Broadway, Milwaukee, Wis.

The J. B. Ford Company, manufacturers of Wyandotte Dairyman's Cleaner and Cleanser, will give one Film Premo No. 1 camera with R. R. lens and single-vale automatic shutter. This makes negatives 3¼ x4¼ and holds film packs of 12 exposures each. Two of these cameras will be given, one to the winner of highest score in the whole-milk class and one to the highest scorer in the gathered cream class, regardless of whether or not the winner is a user of Wyandotte Dairyman's Cleaner and Cleanser.

The Preservaline Manufacturing Company, of Brooklyn, N. Y., manufacturers of Perfection Brand Butter Color, offer as a special prize to be competed for by Iowa buttermakers exhibiting butter at their annual convention to be held at Fort Dodge on February 18th, 19th and 20th, the choice of \$10 in cash or a 10-gallon case of Perfection Brand Butter Color to the first prize winner, and the choice of \$5 in cash or a five-gallon case of Perfection Brand Butter Color to the second prize winner, provided Perfection Brand Butter Color was used in making their prize winning butter and the fact was so stated on the entries.

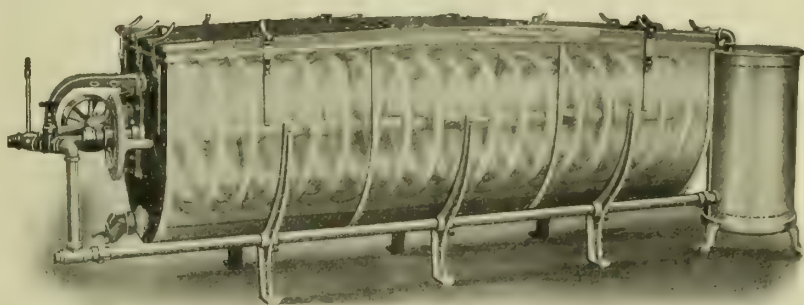
Chr. Hansen's Laboratory, Little Falls, N. Y., will present a leather suit case or, if desired, jewelry of equal value, to the first prize winner (highest of all) at the coming Iowa convention of the Iowa Buttermakers' Association, providing Chr. Hansen's Danish butter color was used as coloring in the butter. The firm will present the winner with \$5 cash in addition, providing both Chr. Hansen's color and culture were used in the butter.

The Wells & Richardson Company, manufacturers of Dandelion Brand Butter Color, offer the following prizes to be given at the Iowa Buttermakers' Convention at Fort Dodge. To the creamery buttermaker scoring the highest of all will be given the choice of a pocket Seneca camera No. 31 (including all the latest attachments) or a handsome gold watch (either lady's or gent's) latest style, full 15-jewel, Elgin or Waltham movement—each of these prizes being valued at \$15—provided the butter is colored with Wells & Richardson Co.'s Dandelion Brand Butter Color. In order that buttermakers who do not score highest at this convention may participate in the prize offer, we offer in addition to the above a strictly high grade gold fountain pen, the value of which is \$2, to each buttermaker who scores 93 or better, provided his butter

ARE YOU STILL EXPERIMENTING

(With the Soldering Iron)

Or Have You Seen the Light?



When you use a JENSEN PASTEURIZING CREAM RIPENER, you can put that soldering iron and blow torch on the back shelf, because the JENSEN COIL DOES NOT LEAK.

Use all the pressure you like—subject it to the most severe test you can.

You can heat a vat full of cream or milk to the desired pasteurizing temperature and cool it down as low as you wish, in LESS TIME than any other machine in existence. And the temperature will be ALIKE AT EVERY POINT in the machine.

The Jensen is UP-TO-DATE

J. G. CHERRY COMPANY

CEDAR RAPIDS, IA.

ST. PAUL, MINN.

PEORIA, ILL.

is colored with Wells & Richardson Co.'s Dandelion Brand Butter Color. In order to compete for the above prizes be sure to state on your entry blank that you used Dandelion Brand Butter Color. Prizes will be allowed only when color is specified on entry blanks.

Educational Contest Prizes.

The prizes for the 10 months' educational contest, of which the convention entry will be the last, will be awarded at the convention. For the highest average score of all classes, a silver loving cup valued at \$50, given by Prof. Mortensen, of Ames. A gold medal will be given to the buttermaker receiving the highest average score in each class, value \$25. A silver medal will be

given to the buttermaker receiving the second highest score in each class, value \$15.

Premium Fund to the Iowa Buttermakers' Association.

The City of Fort Dodge.....	\$300
Hunter Walton & Co., Chicago, Ill.....	5
Hawkeye Oil Co., Waterloo, Iowa.....	5
Spurbeck-Lambert Co., Algona, Iowa..	20
Creamery Package Mfg. Co., Waterloo, Iowa	20
Gude Bros., Kieffer Co., New York, N. Y.	40
De Laval Separator Co., Chicago, Ill..	25
Wells Richardson & Co., Burlington, Vt.	10
Wm. J. Haire Co., Boston, Mass.....	5
Pettit & Reed, New York, N. Y.....	10

(Continued on page 18)

CHR. HANSEN'S Lactic Ferment Culture

Is the BUTTER CULTURE that imparts the greatest keeping quality to butter as is shown in the following one-year prize-winning record of Mr. S. B. Cooksley, St. Joseph, Mo., winning three first prizes, two second and one third prize; also five diplomas using Chr. Hansen's Lactic Ferment. Order Chr. Hansen's Lactic Ferment now and get more for your butter.

CHR. HANSEN'S LABORATORY
LITTLE FALLS :: NEW YORK

The Chapman Salt Test

By W. H. CHAPMAN, New Hartford, Iowa

On account of the apparent interest taken in the method used at Madison, Wis., during the present buttermakers' course for the determination of salt in butter, I am induced to say a few words in regard to the origin of this test.

In 1909 and 1910 at the Ames short course the silver nitrate method of determining salt in butter was first made public. At that time I was working in a large creamery in Nebraska, and when I returned from Ames I at once ordered from our local druggist a complete outfit to make this

test. I had not been using my test long when the supply houses came out with the same outfit and at about one-third what I had paid for mine.

Up to that time there was nothing but the chemical analysis to determine the amount of salt in butter, and few creameries had the necessary apparatus to make such a test. We were selling our butter on a western market at that time and I became very much interested in trying to incorporate all the salt I could and not have the butter gritty. I am naturally lazy, and this may be the reason for my trying to shorten the silver nitrate method for the determination of salt in butter.

I first tried weighing out an amount of brine from the churn equal to the amount of moisture found in that churning. If the moisture was 15 per cent I would take $1\frac{1}{2}$ grams of the brine left in the churn and test it for salt with the silver nitrate test. After trying this several times I became convinced that the brine left in the churn was of the same strength as that which was incorporated in the butter, and that no other part of the butter would dissolve any of the salt, or at least not enough to make any material difference in the final reading.

Some of the best authorities differ on this point, but in view of the fact that there is no definite proof that any other ingredient except water absorbs salt, it is enough for me to suppose I am right on this point.

This was the first idea from which I afterwards developed the brine method for the determination of salt in butter. I am not a chemist of any note and all the ideas I tried to work out were enough to fill a good sized book, but the simplest of all was the one which proved to be just the one I wanted. I tried for a long time to make an instrument that would give me the density of salt brine, and to make a

scale that would read per cent of saturation. I was just ready to give up when one day I had occasion to test the chloride of calcium brine used in connection with our refrigerating plant, and found that the instrument used for that purpose was a solometer— instrument to give the per cent of saturation of a salt brine. From this on I had easy work with my new method and for some time I used both the silver nitrate and also the brine method for determining the salt content of my butter.

Here are a few figures taken from my churn record sheet during April, 1910:

Date	Brine reading	Moisture per cent	Silver test per cent
April 2	.54	15.6	2.20
April 7	.60	15.3	2.50
April 16	.88	15.7	3.60
April 19	.94	16.0	4.00

To obtain the salt content from the readings on the solometer, use the following formula: Reading $\times 26.5 \times$ moisture content of butter = per cent of salt. To illustrate. Take the above churning on April 16th, which would be: $.88 \times 26.5 \times 15.7 = 3.66$ per cent salt. The nitrate test gave 3.6 per cent.

The 26.5 is the per cent of salt that a completely saturated brine would contain, and by using 100 pounds as a basis the 26.5 would be pounds also.

Prof. Lee has shortened my method somewhat by dividing the reading by four and then multiplying by the moisture content. For every-day use it is near enough and somewhat easier.

As soon as I had worked out this test, I made up my mind that such a simple method would take like "hot cakes," and I would be able to reach a fortune if I could secure a patent and thus protect my idea. I got in correspondence with a patent expert and after paying the usual fee I learned that it would be impossible to secure a patent, but that I could take out a copyright. I decided not to do this, as anyone could sell the same thing under any other name. This ended my attempt to obtain a corner on the best salt test ever put out, and since that time I have told several creamerymen of its use, but not until Prof. Lee learned of it did anyone make any practical use of it.

Of course, this brine method will not
(Continued on page 22)



J. J. Ross, Iowa Falls.

One of the men who will bore the official holes in the Fort Dodge butter. A judge of nation-wide ability and a strong booster for the Iowa Buttermakers' Association.



F. L. Odell, Des Moines.

Dairymen with the U. S. Department of Agriculture. The other official hole-borer and score placer at the Fort Dodge convention. He will tell the convention about creamery robbers.

We Have Moved

WE WISH to announce that we have moved into our new laboratory building at Como Park.

We have made this move in the interest of quality. Our new location is one where fresh air abounds, and our laboratory is built so as to satisfy the most fastidious requirements for sanitation. We have our own dairy and our milk will be the best possible.

Our Culture has already a high standing, but we go by the principle that there is nothing too good for our customers, and we take much pleasure in making this improvement which we hope will result in a Culture not before equaled for quality.

We have also incorporated and taken in as partners John Lundgren and Hans Meyer, who have both been with us for a number of years, Mr. Lundgren as laboratory assistant and Mr. Meyer as bookkeeper. Our name will hereafter be ELOV ERICSSON CO.

We wish to extend a standing invitation to buttermakers and traveling men to visit our new laboratory. Take Como car line, get off at Como Park and walk two blocks south.

ELOV ERICSSON CO., 1098 Lexington Ave., St. Paul, Minn.

Wisconsin Convention Scores

PRIZE WINNERS AT MADISON

First District.

	Ave. Score	Prizes
Herman Pagel, Burlington.....	90.16	
Frank Wileman, Milton Junction.....	93.00	
Harty D. Nichols, Elkhorn.....	94.83—1st Dist.	
W. F. Conway, Troy Center.....	94.50—2d Dist.	
Aug. Ottow, Brodhead.....	91.66—4th Dist.	
L. H. Belk, Elkhorn.....	94.50	
Louis Koehn, Edgerton.....	91.33	
Jno. J. Sarauer, Clinton Jct.....	94.16—3d Dist.	
Chas. D. Kelley, East Troy.....	96.00—2d State	

Second District.

W. A. Stewart, Eagle.....	93.16	
F. V. Merryfield, Mukwonago.....	95.33—2d Dist.	
Fred C. Kutz, Johnson Creek.....	91.00	
R. F. Gronert, Ixonia.....	94.00	
G. P. Sauer, Cedarburg.....	95.66—4th State	
F. H. Kelling, Johnson Creek.....	95.00—4th Dist.	
Geo. Young, Menomonie.....	95.16—3d Dist.	
H. Skerhutt, Cedarburg.....	94.83	
Paul Kotte, Cedarburg.....	93.33	
I. W. Stryker, Nashotah.....	95.83—3d State	
Adolph L. Perschbacher, West Bend.....	93.33	
F. M. Werner, Waterloo (Comp.).....	93.50	
F. M. Werner, Waterloo.....	93.83	
H. H. Whiting, Cedarburg.....	95.41—1st Dist.	
R. J. Else, Helenville.....	93.33	
Wm. Schoessow, Thiensville.....	91.50	
Alvin Cross, Uashotah.....	94.50	

Third District.

H. E. Griffin, Mt. Horeb.....	94.50—2d Dist.	
O. A. Krueger, Albion.....	94.66—1st Dist.	
Bert Weber, Belleville.....	94.33—3d Dist.	
Paul A. Robinson, Marshall.....	91.66	
A. C. Hillstad, Oregon.....	91.66	
G. M. Stewart, Mazomanie.....	91.50	
Fred Schwartz, Kilbourn.....	91.33	
Claus Christianson, Stoughton, R. 1.....	91.00	
Hans Nustad, Deerfield.....	90.00	
Hod Doolan, Marshall.....	93.50—4th Dist.	
E. E. Koch, Marshall.....	93.00	
Herman Hartweg, Deerfield.....	93.00	
H. I. Herremann, Black Earth.....	92.16	
R. G. Thoke, Madison.....	91.50	
W. F. Gerholtz, Mt. Horeb (Comp.).....	93.16	
John Rasmussen, Portage.....	91.33	

L. L. Bolstead, Basco.....	95.33
A. W. Newman, Black Earth.....	92.50
Grove Bros., Columbus.....	91.33

Fourth District.

W. A. Moyes, Caszenovia.....	94.00
Olaf Larson, Fennimore.....	94.16—4th Dist.
Frank Shepherd, Mt. Sterling.....	93.00
C. A. Nurrell, Soldiers Grove.....	95.33—1st Dist.
Herman Wurster, Ironton.....	94.33—3d Dist.
John Mortensen, Camp Douglas.....	92.00
L. W. Turner, Montfort.....	90.83
Aug. C. Ipsen, Cobb.....	90.33
H. C. Koenig, Plain, R. 1.....	90.66
Julius Kretschmar, New Lisbon.....	92.16
John H. Miller, Baraboo.....	90.50
W. J. Dehn, La Valle.....	94.66—2d Dist.
F. J. Mogle, Cuba City.....	90.00
Ernest Soltwedel, Lime Ridge.....	93.16

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Butter in any quantity and all grades. Eggs in carlots or less. Write, wire or phone us.

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REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Fifth District.

John Schield, Fall Creek.....	93.83
Axel Larson, Durand.....	93.16
J. D. Simpson, Viroqua.....	95.00—2d Dist.
Owen Melsby, Durand.....	91.16
Robt. V. Sylvester, Cochrane.....	91.33
Sever Lee, Modena.....	93.00
A. N. Longfellow, Wilton.....	93.33
C. T. Brye, Cashton.....	94.83—3d Dist.
Frank O'Hearn, Melrose.....	91.16
H. A. Johnson, Westby, R. 2.....	92.16
Wm. J. Sieger, R. 2, Chasburg.....	93.33—4th Dist.
E. G. Rasmussen, Melvina.....	91.00
H. H. Solie, Osseo.....	92.50
G. N. Marvin, Black River Falls.....	90.50
Max Klaff, West Salem, R. 4.....	90.33
J. W. Seyforth, Mondovi.....	91.33
Grant Winner, Fairchild.....	90.16
K. H. Winter, Eau Claire.....	90.66
Hans H. Pederson, Warren.....	90.66
A. W. Zimmerman, Norwalk.....	92.00
S. J. Johnson, Ettrick.....	92.50
Geo. E. Day, Osseo.....	91.16
D. F. Wallace, Alma Center.....	95.16—1st Dist.
Wm. Mistele, Oakdale.....	92.33

Sixth District.

Frank A. Rivers, Thorp.....	92.33—2d Dist.
Scott Key, Vesper, R. 1.....	90.83
Christ Christenson, Amhurst Jct.....	93.50
Odin Christenson, Nelsonville.....	93.33—1st Dist.
A. J. Moldehauer, Neillsville.....	90.33
Joel Gilbertson, Neillsville.....	90.16
Paul W. Hahn, Hanson.....	91.50
Anton Nactwey, Dorchester.....	91.50
Fred Speich, Pottsville.....	91.83
E. A. Peterson, Almond.....	91.66
K. O. Strozinski, Neillsville.....	90.83—3d Dist.
John Schoenrock, Wausau.....	90.33
E. N. Paul, Greenwood.....	89.83—4th Dist.

Seventh District.

James O. Een, Marion.....	92.50
F. F. Kresse, Neenah.....	90.66
R. C. Cleaves, Iola.....	91.00
J. S. Ullmer, Seymour, R. 37.....	91.33
Robt. S. Anderson, Northland.....	91.33
G. A. Moldenhauer, Montello.....	91.00
John Rasmussen, Wautoma.....	91.50
O. F. Peterson, Larsen.....	93.33—2d Dist.
Christ Ostberg, Manchester.....	91.83
Wm. R. Warnke, Kingston.....	93.83—1st Dist.
John A. Betthausen, Richford.....	90.16
Andrew Moerth, Seymour.....	93.16—3d Dist.
Richard L. Sleyster, Endeavor.....	90.83
Geo. Broeckner, Markesan.....	93.00—4th Dist.
Abe Speich, Berlin.....	91.16

Eighth District.

Earl Longtau, Green Bay.....	91.83
Chas. E. Boll, Waupun.....	91.33
T. J. Houdek, Waupun.....	90.66
W. F. Hill, Brandon.....	93.66—4th Dist.
H. A. Wheeler, West De Pere.....	91.50
D. W. Respalje, Waupun, R. 22.....	90.00
R. J. O'Keefe, De Pere.....	94.16—3d Dist.
M. Christopherson, New Franken.....	93.00
G. G. Siepert, Green Bay, R. 9.....	93.33
John Scheller, New Holstein.....	95.33
E. J. Peschke, Fair Water.....	91.66
Quirin Moersch, Peebles.....	95.00—1st Dist.
Lauritz Olsen, West De Pere.....	94.33—2d Dist.

Ninth District.

J. L. Bjerking, Beldenville.....	91.33
Robert Carswell, Menomonie.....	90.50
R. C. Colwell, River Falls.....	94.33—2d Dist.
Ole Esker, Dallas.....	94.83—1st Dist.
A. J. Rivard, Emerald.....	91.00
R. W. Butler, Amery.....	92.00—4th Dist.
Frank Packard, Prescott.....	91.00
E. W. Scheel, Turtle Lake.....	92.50—3d Dist.
Robert Moberg, Clear Lake.....	91.33
Axel Kristensen, Luck.....	93.83
H. O. Melgaard, Ellsworth.....	91.83
Geo. Garlin, Knapp.....	92.83
Peter Kristensen, Cushing.....	95.33
Theo. Lennarth, Frederic.....	91.50
Carl Lilygreen, Roberts.....	90.33
John E. Mattson, St. Croix Falls.....	96.16—1st State
C. J. Benson, Reeve.....	91.50

Tenth District.

Carl Jorgensen, Rose Lawn.....	94.00—1st Dist.
Alford Walldart, Medford, R. 1.....	90.33
Chris Christensen, Rose Lawn, R. 1.....	95.50—5th State
Louis Peterson, Bonduel.....	94.33
Will Geisler, Bruce.....	90.66—2d Dist.
F. H. Harvat, Boyd.....	90.50—3d Dist.
Alford F. Smith, Phlox.....	91.50
E. R. Eckwright, Bloomer.....	93.33
A. N. Finstad, Albertville.....	91.16
T. W. Shuman, Hayward.....	91.50
Thos. Jacobson, Chippewa Falls.....	90.33—4th Dist.
J. W. Sullivan, Chippewa Falls.....	93.50
T. A. Jorgenson, Chippewa Falls.....	90.33

Non-Residents

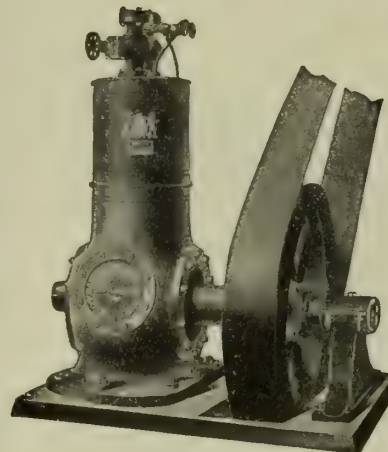
Robert Wagner, Sumner, Iowa.....	94.83
John Hutchison, Genoa, Ill.....	94.16
E. E. Bragg, Preston, Iowa.....	91.66
H. C. Jochumsen, Bark River, Mich.....	91.00

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(First Five are Prize Winners)

D. F. Wallace, Alma Center.....	95.00
H. E. Griffin, Mt. Horeb.....	93.00
H. H. Whiting, Cedarburg.....	93.00
Wm. Gerholz, Mt. Horeb.....	92.00

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of a short ice supply and high prices if you install a

BAKER Refrigerating Plant

You'll also have refrigeration superior to anything you have ever before experienced.

Write for Bulletin No. 24

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OMAHA, NEB.

C. A. Nurrell, Soldiers Grove.....	91.50
Carl Jorgenson, Rose Lawn.....	91.00
F. M. Werner, Waterloo.....	90.00
Harry Nichols, Elkhorn.....	89.00
R. C. Thoke, Madison.....	88.00
W. F. Conway, Troy Center.....	88.00
Val Dressler, Louisburg.....	88.00
W. J. Dehn, La Valle.....	87.00
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John Doe (Comp.).....	92.00

THE MARKETS PHILADELPHIA.

Low Prices Stimulate Trade—Situation Strengthens—No Surplus of Quality Goods.

[By The Creamery Journal Staff Correspondent.]

The weakness of other markets has been reflected on our market, and depressed conditions and generally unsettled feelings have prevailed. In interviewing the buttermen, it was found that the recent decline which brought prices on a basis of 26@27c had the effect of stimulating trade and of keeping the heavy importations of foreign butters in the background, for as long as fancy and fine solid creamery can be sold at figures under 30c, the home stock will sell and as soon as fancy foreign goods go below 30c the importer cannot break even.

On the 10th, with stronger outside advices and light receipts, prices had a hardening tendency, fancy, extra and extra firsts were advanced 1c per pound and with jobbers showing a disposition to take hold, the fairly active demand was sufficient to keep the supplies of all grades under good control and today there is no surplus of fine fresh goods; in fact, not enough to supply the wants of the current trade.

Undergrades, however, comprising as they do the bulk of the arrivals, are plentiful and quite burdensome; some lots have been fairly cleaned up at the inside quotations, but sellers are anxious to find buyers.

Storage butter is being pressed for sale, but at the low figures little interest is manifested, and with the expiration of the time limit being but six weeks off, and Philadelphia probably having as much if not more than any place in the United States, it is not to be wondered at that the question of the holders today is "What shall we do with it?" for according to the Pennsylvania cold storage law, if a merchant withdraws

his butter on the last day of the month and places it on his sales floor, he cannot place it in his store coolers.

We quote solid packed butter: Separator creamery extra, 29c; extra firsts, 28c; firsts, 27c; seconds, 25c. Ladle packed extra, 19c; firsts, 18c; seconds, 17c.

Packing stock and country roll seem to be increasing some, but the demand is light, and 18c seems to be full high on good quality.

Ladles are slow selling and holders are anxious to unload as the bulk of the stock offered is held and high priced.

CHICAGO.

Squibs About the Butter Doings and Doers on South Water Street.

[By The Creamery Journal Staff Correspondent.]

Frenzied efforts are being made by local dealers in butter to get out from under a falling market. The bottom has completely dropped out of all prices, and with an abundant supply of butter of all grades on hand,

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irring National Exchange Bank; Dunn & Bradstreet.

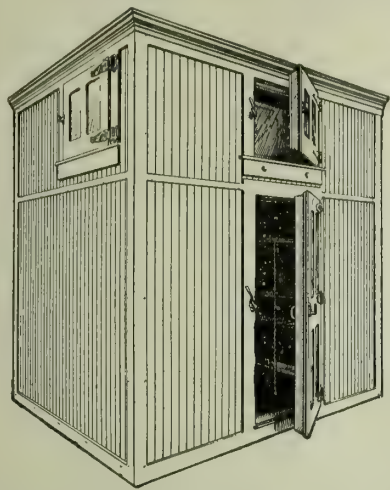
W. F. Drennen & Co.

BUTTER

37 South Water St., PHILADELPHIA

Every Dairy Needs a McCRAY Dairy Cooler

to keep dairy products fresh and sweet without tainting or spoilage. Milk and butter keep perfectly in the McCray even in the hottest weather, because of the perfect insulation and McCray patented system of cold, dry air circulation.



McCRAY Refrigerators

for country homes, dairies, creameries, etc., are built in all sizes and styles to meet every requirement of large or small dairies, residences, etc. They are the "Standard of Superiority" everywhere.

CATALOG FREE

Illustrates and describes a great variety of McCray Sanitary Refrigerators for Country Homes, also large and small Cooling Rooms for Dairies, Creameries, etc.

McCray Refrigerator Co.

668 Lake Street

KENDALLVILLE, INDIANA

the dealers can find no purchasers. Local trade is duller than it has been in six months, while the outside orders which have been received are so small that they cut but little figure in retrieving the situation. This situation is in direct contrast to the one which existed prior to and during the holidays, when not enough good butter could be found to satisfy the demand. The present demoralization of the market is due to the over-confidence of the dealers in the permanency of the demand, which led them to buy everything that was offered and to make strenuous efforts to get more. Unless a freshened demand comes soon to untangle the congestion, some dealers on the street will be caught in a bad way.

W. D. Collyer & Co. moved, February 1st, to new quarters at 203 W. South Water street. The new place will offer a number of facilities which were not provided in the old. One of the biggest advantages is the

fact that the offices will be located on the ground floor. Many of the butter firms in South Water street are unable to have offices on the first floor owing to the necessity of using all available space for shipping and storage purposes. The new offices have every modern attribute, and are much nearer the butter basement than the old ones. The W. D. Collyer Co. was compelled to make the change sooner than expected, owing to the rapid expansion of their business during the past year.

Arnold Keller Jr., manager of the South Water street branch of the Western Union Telegraph Company, is receiving the congratulations of the trade following his marriage, January 14th, to Miss Anita Timm. Mr. Keller is well known to all the men on the street, as he has been in charge of the office for many years and has handled the telegrams in more than one deal involving many thousands of dollars.

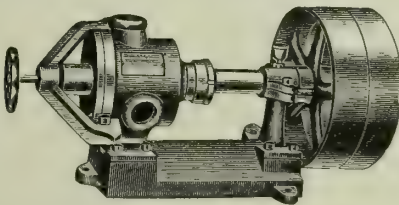
This is the Pump That Has Made Friends Everywhere

IN THE Blackmer Sanitary Creamery Pump you will find but few parts and nothing about them to cause trouble as there are no springs, adjustments, valves, nor unsanitary rubber gaskets.

Therefore remember the Blackmer when your jobber calls and get his prices.

Capacities of 16, 30, 80 Gallons Per Minute.

Blackmer Rotary Pump Power & Mfg. Co., PETOSKEY, MICH., U. S. A.



The Big Wisconsin Convention

It has been a long time since such favorable conditions attended a Wisconsin convention as those surrounding the 13th annual meeting at Madison February 3d, 4th and 5th. The weather was ideal, and this, perhaps, accounts in a large measure for the big attendance, as all of the boys felt safe in leaving their creameries for a few days.

The program and various other accommodations had been arranged so perfectly that from the beginning Tuesday morning until the end, there was not a miscue of any kind.

The headquarters were at the Park Hotel, just opposite the fine new capitol building in which the convention sessions were held. We have never attended a convention where the meeting hall was so luxuriously furnished as the one at Madison. The sessions were held in the Senate Chamber and each delegate had a fine desk and swivel chair to himself.

The association was welcomed Tuesday night by Mr. Johnson, president of the Madison Commercial Club, and his welcome was such as to cause everyone present to feel as though they were right at home. Then Gov. McGovern made an excellent address. He is an excellent speaker and while he did not confine his remarks to the creamery business, yet he talked enough "shop" to make his talk palatable. He thinks the present system of selling cheese, butter and eggs is wrong, as according to his observations the producer only receives 50 per cent of what the consumer pays. He said he recognized a flaw in the system, yet he could not offer a remedy.

In behalf of the association, Prof. Farrington responded to Mr. Johnson as well as the Governor. During his welcoming remarks he made a few suggestions, one of which was the handling of eggs, and the other a matter of the co-operative laundry in connection with the creamery. He read a letter from Prof. Henry, who has made an offer to give \$300 to the creamery (individual or co-operative) who establishes a co-operative laundry and operates for a period of one year. Mr. Henry is a believer in this as a profitable side line to the creamery.

Martin H. Meyer was called on and made a few remarks in the interests of the National Creamery Buttermakers' Association.

President Olson read his annual address, and we will not give it any comments at this time as it will appear in full later.

Space prohibits a lengthy discussion of the various addresses, but inasmuch as we expect to print all of these in full later we will pass over them very briefly.

Wednesday forenoon was open and the members visited the college and otherwise entertained themselves. Mr. Crownhart explained the "Workmen's Compensation Law" as relating to creameries. This created unusual interest, as it appeared that very few owners and managers realized that they came under this statute. The law says in effect that if an employer has three employees he is required to apply for the protection of law if he so desires. If he has four or more employees the law automatically applies to him, although he can have it annulled if so desired.

In Wisconsin the employer is liable for 65 per cent of the wages lost by an employee who is injured by accident. He is not liable to exceed the sum of \$9.37 per week, besides medical attendance for 90 days, and the minimum liability is \$3,000.

(Continued on page 15.)



Old Established

Established in 1859

The & Pacific *Butter, Cheese*

Jersey City, New Jersey

\$5,940,000.00

Five Million, Nine Hundred
Forty Thousand Dollars

was received by Iowa and Minnesota creameries shipping their butter to us last year. Our

**Capital, Capacity and
Conservatism**

made possible this enormous business. It will be larger this year. Get your slice of the *millions*. Ship us now.



Thoroughly Reliable



GUS LUDWIG, Manager Butter, Cheese and
personally and advise you as to market conditions. I
Jersey City, New Jersey. Mr. Ludwig will attend the

If you are shipping to Chicago, get in touch with

Great Tea Company

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Strong Financially

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SERVICE

Spot cash basis,
prompt returns, full
weights and top prices
for all grades 52 weeks
in the year — that's
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we give.

Send Today for Stencil Plate



Egg Department will look after your shipments
us a card and mark your next shipment to us at
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THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

E. R. Shoemaker, Pres. & Treas. John Andrews, Vice-Pres. & Sec'y

DEVOTED TO THE CREAMERY INTERESTS OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, FEBRUARY 15, 1914.

HAIL, THE IOWA BUTTERMAKER!

It is proper at this time, when all eyes—Iowa eyes, at least—are turned on the Fort Dodge convention of the Iowa Buttermakers' Association, to go back a few years in memory and see some of the things which Iowa has gone through. The whole history of the state shows drawback after drawback, but in that history is a greater advancement than is contained in any other state's records. All along the line from the first creamery in 1872, dairying has been impelled by human skill and persistent labor. The natural thing to suppose is that production nurses manufacturing, but not so in Iowa. Iowa's progress has been almost a direct result of the work done by our creameries through their buttermakers. The buttermakers have been the leading spirit in the forward march of the state. It is no wonder, then, that we hail the Iowa buttermaker.

A few years ago a few of the leading buttermakers felt the need of an association composed only of buttermakers, and they proceeded to organize the Iowa Buttermakers' Association on December 20, 1910. The story of how these three men worked is familiar to all readers of The Creamery Journal. They organized and started to grow, and they grew faster than bacteria in a Culp starter. Their first convention at Dubuque was a success, the one at Mason City the following year still larger and last year at Cedar Rapids they not only equalled but excelled either the Wisconsin or Minnesota conventions. At least, Minnesota and Wisconsin men so admitted.

If the convention at Fort Dodge shows a relative gain in attendance and enthusiasm, the hotels will not be large enough to accommodate the delegates.

Iowa buttermakers have a serious duty to perform. They not only have their own personal reputation to protect, but the public sees a state's dairy industry more plainly through the number of creameries and the amount of butter made—and the quality of butter made. Therefore, the reputation of the state is in their hands. Certainly Iowa buttermakers are in the front rank, and the coming convention at Fort Dodge will reflect directly on their reputation. For this reason, if for no other, every buttermaker in the state who can possibly get away should be present.

The officers of the association are to be congratulated on the way they have pushed and pulled and stuck to their task, and especially the preliminaries of the Fort Dodge convention. Every evidence is for a rousing meeting.

The Creamery Journal is in hearty sympathy with the association and will do all in its power to help push it forward. We urge every buttermaker in the state to get back of the association and make it a credit to the state and the buttermaking profession. You can not afford to hold back. Become a member, support the conventions with your butter and your attendance. If you do these three things, the association will grow in influence and you will be promoting your personal interests at the same time. Men are like batteries; no matter how strong, they need re-charging occasionally, and the best place to be re-charged is at a good live convention.

Secretary Brunner assures us that the Fort Dodge charge will last a whole year.

All aboard for Fort Dodge!



This matter of fat standard has come to be handled about like the poor cream evil. All kinds of resolute resolutions are passed by all kinds of conventions, the press commends it and the general consensus of opinion favors it—an 80 per cent fat standard to substitute for the 16 per cent moisture ruling. So far, however, no salesman has come along who could "close" the deal and get the signed order. Until such a genius appears the discussion will continue ad infinitum.



The 1913-14 convention season closes with the North Dakota meeting. Conventions throughout the country have been well attended and unusual interest has been displayed. Who said conventions were going out of style?



The fellows who win honors at Fort Dodge will think Santa Claus missed them last Christmas. There will be enough presents distributed to load down a church tree.

Any Product That Has Been Advertised for Years Holds Sure Profits for Dealers

No manufacturer could steadily advertise a product that did not have merit. He would go bankrupt if he did for it would not sell for his dealers. DANDELION BRAND BUTTER COLOR has been advertised for many years. That is proof that it holds big profits for you.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, — STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Big Wisconsin Convention

(Continued from page 11.)

According to this Wisconsin statute, there is no question of liability. The law has been in effect two years and up to this time no buttermaker has received an injury which called into play this law. He cautioned employers to do everything possible to properly guard their machinery and otherwise make machinery safe for the employees.

L. E. Rogers, of the U. S. Dairy Division, read a paper on the flavors of butter, and it was one of the best discussions of fishy flavor we have ever heard. It will appear in full in an early issue of The Creamery Journal.

The committee on resolutions was announced to be L. H. Winter, J. H. Sheild and F. H. Kelly. Prof. Benkendorf and H. E. Larsen were appointed members of the Legislative Committee.

C. E. Hart gave an address on "The Cost of Artificial Refrigeration," which appears in full in this issue.

Hon. J. Q. Emery, state dairy and food commissioner, made a characteristic talk on the subject of "Guard Ye Well Her Bulwarks." Mr. Emery was at his best and had the very closest attention from everyone present.

Robert Carswell read an interesting paper on "Creamery Conditions in Northwestern Wisconsin." This will appear in a later issue of The Creamery Journal.

Secretary Benkendorf made his report, which showed a cash balance on hand of \$1,647.41.

The election of officers took place at this time and the following men were named: Allen Carswell, of Clear Lake, president; A. W. Zimmerman, vice-president; G. H. Benkendorf, secretary; Fred Warner, treas-

urer. C. J. Dodge was named as a member of the executive committee for the full term and H. C. Griffin for the one-year term.

Thursday morning was spent by the delegates in visiting the College Creamery where Professors Lee and Farrington and the other men in charge did everything they could to make the visit profitable and interesting to the members. The butter exhibit of 177 tubs was also open for inspection, and T. F. Gallagher, of Chicago, acted as auctioneer. He sold the butter to Coyne Brothers, of Chicago, for 27c.

Four or five packages of foreign butter were on display and proved quite an attraction.

On the Thursday afternoon program was L. H. Winter, of Eau Claire, who talked on "The Licensing of Creameries and Creamery Operators." L. L. Bolstead talked on "Cleanliness as a Factor in Successful Creamery Operation." Thos. Corneliussen talked on "Notes from Denmark," which proved to be very interesting and will, together with the others mentioned, appear in a later issue of The Creamery Journal.

Prof. Lee's illustrated lecture was typical of his unceasing interest in building up the quality of Wisconsin butter. Then followed the reading of the butter scores and the announcing and awarding of the prizes.

The resolution will appear in the next issue of The Creamery Journal. The scores may be found on page 9 of this issue.

There was unusual enthusiasm shown at the convention, and everyone present voted Madison royal entertainers. The 13th annual convention was one of the best ever held by the association. Henceforth the number 13 will not be considered a hoodoo, especially to Wisconsin buttermakers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER
PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

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References: Irving Nat'l Bank; Southwestern Nat. Bank; Dun and Bradstreet. Correspondence solicited.



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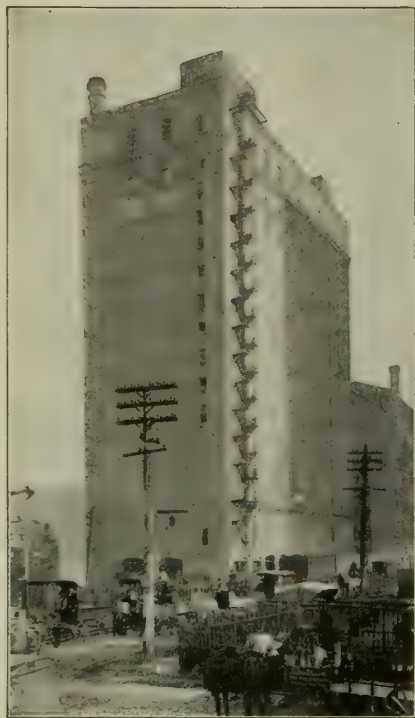
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Butter, Eggs, Poultry
Fancy Creamery a Specialty

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43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.



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WATER-PROOF Lith Insulation

THIS is only one of the many buildings that have been equipped with Lith, on the advice of refrigeration experts, on the strength of the fact that this insulation has proved so invariably successful.

75 per cent of all the creameries in the Northwest are insulated with Lith. It absolutely cuts ice cost in two! An absolutely

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guaranteed insulation that comes in sheets 18x48 inches, twice the size of ordinary insulation, therefore leaving less than half the number of joints or cracks possible for leaks. Write for book. Also write for information regarding

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Made of pure cork and asphaltum. 1½ pounds of cork to square foot one inch thick. A greater percentage of cork than you can find in any other insulation material.

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105 Union St., Winona, Minn.

ESTABLISHED 1869

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The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

Want Clearings

POSITION WANTED.

POSITION WANTED—Buttermaker with 18 years' experience in whole-milk and gathered cream. Have had one year as chief engineer in power plant. Have three diplomas and several high scores. Can furnish best of references. Address I. H., care The Creamery Journal.

POSITION WANTED—First class buttermaker, Scandinavian, 33 years old. Married, one child. Understands all up-to-date methods, having had 11 years' experience. Have operated both whole-milk and gathered cream plants. Have taken course at Iowa Dairy School and recent short course. Can come at once. State salary and full particulars in first letter. Best of references furnished. Address J. B., care The Creamery Journal.

POSITION WANTED—By Danish buttermaker. Thirteen years experience, three years in Denmark and 10 years in Iowa and Minnesota whole-milk and gathered cream plants. Course in Iowa State Dairy School this year. Married, with small family. Experienced in latest methods, good machinist. Can also make ice cream. Best of references from former employers, also score cards. L. C. Laugesen, Harlan, Iowa.

WANTED—Position by first class buttermaker with 19 years' experience. Understand all up-to-date methods. Best of references. Dane. Speak German and English. Married. Can come at once. Will work a month on trial if desired. Address Christ Bogh, R. F. D. No. 1, Bode, Iowa.

POSITION WANTED—As buttermaker. Seven years' experience. Understand all up-to-date methods in operating whole-milk or gathered cream plant. Am proficient in pasteurization, moisture control, starter making and refrigeration. Married, with small family. Can come on 15 days' notice. Position preferred in Iowa. Address H. W. Maus, Lock Box 52, David City, Neb.

CREAMERY MANAGERS—Those wanting a man who can give satisfaction in any branch of creamery work, having dairy certificate and a record for making high scoring butter. Am well acquainted with market conditions and can help get high prices. Am married and have 11 years' experience in both whole-milk and gathered cream plants. Address H. H. Whiting, Cedarburg, Wis.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretary work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

POSITION WANTED—By first-class buttermaker experienced in all up-to-date methods. Have taken course in Iowa State College at Ames. Can give the best of references from former employer. State output and wages in first letter. Address Ernest E. Green, Prescott, Iowa.

HELP WANTED.

WANTED—To get in communication with a No. 1 buttermaker who has \$500 to invest, and is desirous of making a change which will be to his advantage. R. W. Scott, Whitney, S. D.

WANTED—An experienced single man who would like to live in the best city in the south. I am starting a business which has a bright future and want a man who understands running a city milk plant and creamery. Full information to interested party. Address J. A. Berryhill, Charlotte, N. C.

WANTED—Buttermaker for a small creamery at Rowan, Iowa. Send recommendations and terms to D. A. French, secretary, Rowan Co-operative Creamery Company, Rowan, Iowa.

MISCELLANEOUS.

FOR SALE—A good paying creamery and ice cream plant in South Dakota. Good dairy district and no competition. Cleared \$2,000 last year above expenses. For further information address "Snap," care The Creamery Journal.

FOR SALE—Wholesale and retail ice cream business with first class equipment; general supplies, machinery, wagons, harness, horses, etc.; also two new modern cottages. Cheap if picked up within 40 days, or will consider trade for first class land. Address F. P. P., Box 362, Colfax, Iowa.

FOR SALE—Randolph one-ton motor truck, stake body, tires good as new. Truck in fine working condition. Genuine bargain at \$300. Address G 1222, care The Creamery Journal.

FOR RENT—Fully equipped creamery at Otterville, Iowa. Well located in the center of good dairy community. Plant has all equipment for up-to-date buttermaking. Address all correspondence to L. C. McGill, secretary, Independence, Iowa.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—Information of good creamery for sale. State full particulars. Western Sales Agency, Minneapolis, Minn.

Bigger Butter Profits



Without materially adding to the cost of your butter you can add to the price you get for it by wrapping it in

Paterson Pioneer Parchment Paper

It protects it from dust and dirt—keeps it fresh—makes it bring a better price.

Write for free book, "Better Butter"; every dairyman should read it.

THE PATERSON PARCHMENT PAPER CO.
42 Eighth St., Passaic, N. J.

ORDER NOW

Our Dairy Cleanser which contains no tallow or animal fat of any kind, only the best of oil stocks that can be used, has no equal for floors, vats, separators, milk cans, etc. Our **WHITE SPECIAL** has the same cleansing power as the Dairy without any fatty acid of any kind, and can't be beat for bottle washing; in fact, anything you wish to use it for; our Sunshine is so constructed that it's perfectly neutral and also good for all-round work, but is mainly adapted for handwork.

Order a Sack or Barrel at Our Risk

We have adopted the coupon system which are redeemable for valuable articles listed on the back of them; ¼ coupon goes with 100-pound sack, ½ coupon with ½ barrel, one whole coupon with one whole barrel, and in order to get you more familiar with this system, we will allow you as a **SPECIAL OFFER** an extra 10 per cent discount if you order at once stating when you desire shipment made. Will send **FREE** trial sample of any brand you desire upon request.

THE MILWAUKEE CLEANSER CO.

J. H. Grommon, Manchester, Iowa,
Gen. Agent for Iowa and Minnesota

W. I. YOUNG ESTABLISHED 1854 W. B. YOUNG

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

WRITE US

Refer by permission to Irving National Bank, N. Y.; Fidelity Trust Co., N. Y.; Dun's and Bradstreet's Agencies.

WANTED—To get in touch with any party having a 3,000-pound Alpha turbine separator. It may be guaranteed to be in first-class condition. Address C. B. Davies, 410 Fifth St., Portland, Ore.

Who's Your Friend?

Looks Good to Me!



REPRESENTATIVES
Creamery Package Mfg. Co., Chicago, Ill.
A. H. Barber Creamery Supply Company, Chicago, Ill.
Ohio Creamery & Dairy Supply Company, Cincinnati, Ohio.
L. A. Watkins Mdse. Company, Denver, Colorado.
J. G. Cherry Co., Cedar Rapids, Iowa.

The

Powerful Germicide Disinfectant—Deodorant Not a Poison

WILL NOT TAINT MILK OR ITS PRODUCTS



Makes It Easy For You to Comply With All Sanitary Regulations



More important still—it makes it easy for you to make better butter at less cost. The use of B-K all through your plant cuts off a great many sources of loss. At a cost of a nickel a day for the average creamery you can keep the whole plant sweet and clean. Believe me, if you knew what good work B-K is doing in other creameries you wouldn't rest a minute until you sent your order for a good supply.

Use B-K Because It is Practical

We recommend nothing to you except the intensely practical. We have no patience with experimenting with the other fellow's work. We know what we are talking about before we print a word. We don't mean laboratory tests when we tell you B-K will do a certain thing—we mean actual work and tests in regular creameries.

Use B-K in every drop of rinse water. Use B-K for rinsing vats, cans, churns, all piping, conduits, separators—whatever place you know where there is a chance of germ trouble. You know the places. We tell you to use B-K throughout the plant, because it will pay you to do it. Remember, a nickel a day will do the stunt and you will be utterly surprised at the advantages it will give you; at the improvement it will make in your output; how much easier it will make your work. B-K is your friend from start to finish.

Co-operative Work If you will show every one of your patrons the B-K way of producing pure milk you can make an increase in the quality of their milk and cream that will astonish them.
If you can get them simply to rinse cans, pails, separators in B-K and wipe off the cows' udders with B-K dilution before they milk you could afford to buy all the B-K your patrons could use.
If you don't believe this statement ask us to show you.

Every creamery manager, every buttermaker, every stockholder and patron of creameries will be interested in our new book, "Better Milk."
It is sent free. It is brim full of interesting facts, good illustrations and money-making suggestions.
WRITE US TODAY.

General Purification Company,
603 Pioneer Building,
Madison, Wis.

Send me your free book entitled "Better Milk."
We handle

.....lbs. whole-milk daily,
.....lbs. cream daily.

General Purification Company
603 Pioneer Building
MADISON, WISCONSIN

Name
P. O.
State.....R. F. D.....

A Uniform High Grade Quality

The importance of a uniform high grade quality in materials with which to work is forcefully illustrated by the buttermakers need for a cream quality that is dependable and of a like value from day to day.

Of equal importance to high grade dependable cream quality is the need of a uniform, high grade quality of cleaning material. The absolute uniformity of these properties in



year in and year out enables the buttermaker to secure greater profits just as a high grade, uniform cream quality results in a butter that always receives the high prices.

So closely related is the quality of the cleaning material used, and so closely related is the sanitary condition of the factory, to the quality and value of the factory product that only a uniform, high grade cleaning material should ever be used.

That Wyandotte Dairyman's Cleaner and Cleanser is such a cleaner that it is the only cleaner recommended by all Dairy Authorities is easily proved to your entire satisfaction. Merely ask your supply man to send you a keg or barrel of this cleaner, put it to work and watch the results.

THE J. B. FORD COMPANY, Sole Mfrs.
WYANDOTTE, MICH., U. S. A.

This Cleaner has been awarded the highest prize wherever exhibited.

Indian in Circle



In Every Package

The Iowa Buttermakers' Conclave

(Continued from page 7)

Chr. Hansen's Laboratory, Little Falls, N. Y.	10
Alfred Anderson, Litchfield, Minn.	5
The Dairy Record, St. Paul, Minn.	10
The Preservaline Mfg. Co., Brooklyn, N. Y.	5
The Worcester Salt Co.	10
The Diamond Crystal Salt Co.	10
Milwaukee Cleanser Co., Milwaukee, Wis.	5
J. G. Cherry Co., Cedar Rapids, Iowa. .	20

\$515

Collyer & Co. Improves

On February 1st W. D. Collyer & Co. moved to new quarters across the street from their former offices which they have occupied for some years. The new offices are at 203 West South Water street, on the ground or street floor. They are roomy with an abundance of light, partitioned off into a good, large, general office and a cage for the bookkeeper; also a commodious private office with store room and lavatory all on the same floor.

North Dakota Convention

The coming annual convention of the North Dakota State Dairymen, which will be held in Fargo, February 25 to 27th, promises to surpass all previous meetings of the association.

The annual meetings have been going through the usual evolution—formerly a get-together session of one day, and a creamery butter contest; then a two-day and now a three-day convention with dairy equipment and dairy stock exhibits. A banquet for the evening of the 26th will also be an added feature this year.

The association was organized in Fargo in 1891, but no convention has been held in that city since in 1903 when it was voted to hold the annual meeting separate and distinct from the overshadowing Tri-State Grain Grower's Convention. Since separating, rapid progress has been made by the association in membership as well as in influence on dairy legislation and production.

President Sam F. Crabbe is a resident of Fargo and working with the commercial club, will see that the citizens of that city do their share towards making members of the home visiting association feel welcome.

Creamery and dairy butter contests will be held as usual. North Dakota buttermakers alone are eligible to these contests. In the creamery class a 20-pound tub should be sent so that it will reach the secretary at Fargo not later than February 23d.

A program, that it is believed will be of interest to all regardless of their connection with dairy work, is being prepared.

Hotel headquarters will be at the Waldorf.

Sweet Cream Butter

Two hundred and forty samples of sweet cream butter which have been held in storage for a period averaging eight months will be examined and scored in the dairy division laboratory, Bureau of Animal Industry, Department of Agriculture, Washington, D. C., on February 17th, 18th and 19th. An invitation is extended to all persons interested in such butter and in the methods used in its production to be present at that time, when they will have an opportunity to examine the butter and secure full information regarding its manufacture.

This butter was made for the Navy Department during the months of May, June, July and August, 1913, from pasteurized sweet cream at five creameries located in New York, Pennsylvania and Minnesota. Its manufacture was supervised by inspectors under the direction of the dairy division, and complete records were kept of the acidity of the cream, the water and salt content of the butter, and its score at the time of packing. Each of the 240 samples represents a day's make and was taken for the purpose of determining its quality after having been kept in storage. Creameries in different parts of the country are showing considerable interest in the manufacture of butter of this kind. All who are interested are, therefore, given this opportunity to secure definite data concerning the manufacture of sweet cream butter for storage, and to observe personally the final results.

Sauk Rapids, Minn., has a new co-operative creamery organization. Herman Koep is secretary.

A co-operative creamery company has been formed at Ladysmith, Wis.

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

Bowman & Bull Co.

CASH BUYERS—RECEIVERS

136 W. Lake St., Chicago

ALL GRADES
**BUTTER, EGGS,
DRESSED POULTRY**

Our proposition will interest
you. Write us. :: :: ::



Frank M. Brown, St. Paul.

The above photo was taken just after the battle of Antietam, but Frank looks just as young today. As auctioneer of the Fort Dodge butter he has guaranteed to get our association 8c above Philadelphia specials f. o. b. exhibit hall.

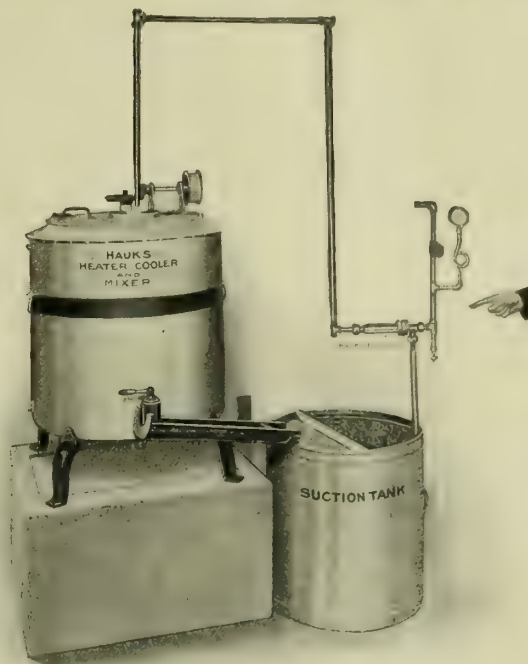
HAUK'S EMULSER

Hauk's Complete Plant

Hauk's
Emulser On
Standard

\$50

Makes the highest grade cream from unsalted butter and dry milk powder, or whole milk, skim milk or condensed milk—cream that will not separate or curdle in coffee.



Consisting of Heater, Mixer, Emulsifier and Cooler, as Illustrated

THE INGREDIENTS are put in mixer to be heated and mixed. It is then drawn out through strainer into suction tank. The EMULSER pulls up the ingredients from suction tank, converts it into cream and discharges it back into mixer for cooling. Then the mixer is used for the ice cream batch. Simple, isn't it?

The above plant consists of one HAUK'S EMULSER, fitted with gauge, steam valves, mounted on standard, sanitary piping and suction tube, also one heavy tinned copper inner mixing tank, with 2-inch water space, heavy galvanized outer jacket, lined with insulation and copper, and a specially constructed heavily tinned dasher; also one tinned steel suction tank with fine mesh strainer trough, and a large hand stirrer.

Prices on Complete Outfit

30 gallon capacity, including standard.....	\$140.00
50 gallon capacity, including standard.....	160.00
100 gallon capacity, including standard.....	210.00

Send For Descriptive Booklet

B. RILEY HAUK SUPPLY COMPANY

Machinery & Supplies for the Creamery, Dairy and Ice Cream Maker
115-123 South First Street :: :: :: ST. LOUIS, MO.

FREE BOOK on How To Increase Cream Separator Profits



THIS is the most important and valuable dairy book printed for a long time—and it is absolutely free. It is important because it tells exactly how you are now losing cream and butter money every day by turning the crank of your cream separator at the wrong speed. It is a valuable book because it tells also how you can *save* all this cream and butter money by using the greatest dairy invention of the age—the

Stewart Speed Indicator for Cream Separators

The Stewart Speed Indicator is an instrument to be mounted on the crankshaft of your separator (see illustration). Its dial is marked from 1 to 65, and as you turn the crank this dial shows exactly how many revolutions per minute you are turning. You can then operate at the precise number of revolutions marked on the crankhandle. If you don't turn the handle correctly, then you are losing butter-fat and money.

Nels Anderson, Wisconsin, Writes:

"I have been using the Stewart Speed Indicator and my separator runs lots better. It skims better than it ever did. If I could not get one like it, I would not sell it for any price. Several of my neighbors have seen it and they think it about the best they have ever seen of its kind."

Tests made at Purdue Experiment Station showed that one dairyman with 20 cows lost \$524.10 in one year by turning his separator crank the wrong speed—he guessed at it. Another dairymen with eight cows writes that he lost \$18.50 in one month by guessing at the speed he turned his separator. No human being can turn the handle of his separator the right number of times unless he has a Stewart Speed Indicator, which shows him exactly the number of turns he is making to the minute.

Fits Any Separator—\$10—30 Days Trial

No matter what make cream separator you own, the Stewart Speed Indicator will fit it. Just tell the name of your separator, its number, and the year it was made. The Stewart Speed Indicator will be furnished on a special shaft for that separator—all for \$10. (If you own a De Laval, then no extra crankshaft is necessary). If it does not increase your cream production, send it back within 30 days and your money will be returned to you. Order from your dealer or direct from us.

Send For This Free Book Today

Fill out and mail the coupon below. Don't be content to let any more good butter-making cream go to the hogs. Get the book and the big eye-opening, money-saving facts—free.

Stewart-Warner Speedometer Corporation,
Diversey Blvd., Chicago, Ill.

Please send me, free, all your literature on Cream Production and the books about the Stewart Speed Indicator for Cream Separators.

My name is.....

My address..... State.....

For sale by Agricultural Implement and
Hardware dealers all over the world.

room in which to store the products of carefully calculated, scientific work? It is not quite fitting that we should store our tubs of sweet smelling, golden butter in other than the purest storage room obtainable. Or, to cool the cream of which it is made, with ice which has been shown to be filled with bacteria of multitudinous variety. Our product can not be quite perfect under these conditions.

It is not hard for any thinking man to calculate the advantages of this modern system of cooling, but before such an innovation he wants to know many details, and perhaps most of all, the cost in dollars and cents. Usually this is the item of greatest import, yet not always. We know that increased efficiency is far reaching, and can not always be reckoned in the expenditure of the moment.

Let us look first at some of the losses sustained by the usual method of cooling with ice cut from lakes, ponds and rivers. Competent authorities tell us that in the best built ice houses there is a loss of from 20 to 25 per cent of the ice through melting; and this loss must be many times multiplied when there has been lack of care or of investment in the construction of the building. An added percentage of loss is due to handling, washing and placing in the cooler or ripener. Then there is the time of one or two men to dig out and place this ice; time which might be turned into dollars and cents elsewhere. Another deficit which strikes home unpleasantly, and which has been known to occur more than once, is the cutting of price for a moldy flavor in butter, due to the musty atmosphere of an iced refrigerator.

There is a tendency to overlook small losses which though not actual money, mean money in the end. If we could see pennies dropping one by one through a crevice, we would lose no time in scrambling to gather them. They are money and from the cradle we have known their value. And that is just what is leaking away wherever there is a crevice in our business arrangements. Perhaps it's a small hole in a far corner, but there they are piling up with the unremitting regularity which means many dollars at the end of the year.

The present day business man has learned to keep a sharp eye open for leaks. Sometimes the result is amazing. A few days ago I was in a plant burning 200 tons of coal a day, where they have installed a machine to detect loss of heat units. At first there was a question of the advisability of expending \$350 for this small device to determine possible waste in a well equipped plant. But it has proved a wonderful investment: discovering an actual loss of \$50 a day, or \$1,500 a month. So, to insure value received for the time, energy and money we put into our business, it is wise to investigate modern appliances.

I take it for granted that we all appreciate this point, and many of our creamerymen today are looking toward the ice machine, and are asking, "Will it pay me in my plant, and what will be the cost of installing such a system of refrigeration?"

Let us see. You will understand that all figures given must be merely approximate. Each particular case is a law unto itself and its needs must be gone into in detail before definite figures could be given.

To answer the question: "Will it pay?" let us look into the expense of natural ice. The first cost of a well built ice house is not a small item. There are ice houses, and ice houses, and of course the better the house the less waste from melting ice.

One recently built of fairly good lumber, dimensions 18 by 24, 20-foot studding, cost

The Cost of Artificial Refrigeration

By C. E. HART

If conditions were uniform, we could set down in two opposing columns the necessary figures, and by a little addition and subtraction arrive quickly at our conclusion. But in this comparison of the cost of artificial refrigeration with the cost of natural ice, there are various modifications in different plants which complicate our subject.

I take it for granted that the creamerymen of our state are progressive. If not, whence springs Wisconsin's splendid record as the foremost dairy state of the Union? One by one hindrances have been eliminated and difficulties overcome, until we can proudly point to not one, but many properly equipped, well managed cream-

eries throughout our state. Yet we know that he who pauses to dream of what he has done, instead of looking forward to what he may do, will soon glimpse the heels of his companions vanishing in the hazy distance. Nothing is complete, but only in a transition stage, moving on to better and more improved conditions.

Already we have our ripeners, pasteurizing machines, valveless pumps and other advanced appliances, but in one direction we seem to have progressed as the possibilities warrant.

How about a damp, mouldy cooling room, compared with the clean fresh atmosphere of a well appointed, modern refrigerating



We Can Serve You

In Any Style You Desire



OMMISSION, contract or track, and can *serve you well* because our facilities for handling butter are unequaled. Constant outlets, large capital, efficient management, expert salesmen, heavy consumers—all combine to make ours the leading house in both markets.

To Try Us Is To Stay By Us

“THE OLD RELIABLE”

Hunter, Walton & Company

NEW YORK

CHICAGO

\$320 exclusive of packing the walls. This holds 60 cords of ice. At a cost of \$1.50 a cord loaded f. o. b. source of supply, it amounts to \$90 for the 60 cords. One-half ton of shavings to a cord, at \$5 a ton, amounts to \$150. So we have a first cost of \$560, not including hauling, which can not be estimated without knowing the distance, or hoisting and packing the cakes in the ice house. In view of this, \$600 would be a conservative estimate of the total cost.

As to the first cost of a good refrigerating plant, several of which I have seen throughout the state, I find that a machine of 1½ tons capacity will cool a room 8 by 12 by 10½ feet high, which will hold 220 tubs of butter or will store 180 cases of eggs. Such a machine, with necessary piping, brine tank, ammonia, etc., can be installed for \$900. It will require a three horse power motor to drive the machine.

For a box twice the size, taking care of twice the quantity of eggs or butter (440 tubs of butter or 360 cases of eggs) a machine of three-ton capacity would be required. This can be installed for \$1,100, and will need a six horse power motor.

A five-ton machine will cool a room 14 by 34 by 11 feet high and will cost \$1,600. A room of this size holds 1,100 tubs of butter or 900 cases of eggs. A 10 horse power motor will be required.

Thus we see that the cost decreases proportionately as the size increases. And right here it may be well to mention that a man should always install a larger machine than his present necessities require, to provide for future growth.

Besides these general estimates I will give you a few figures furnished me by a

creameryman in my territory. Two years ago he installed a three-ton ice machine and an electric motor to drive it, at a total cost of \$1,600. He makes 75 to 100 gallons of ice cream, cools hardening room 4 by 8 by 7 feet high, from 10 degrees above to 0 and sometimes 17 degrees below, cools 100 gallons of cream for butter in ripener and stores his butter in a refrigerator 10 by 10 by 8 feet high at a temperature of 32 to 40 degrees. He also cools 150 to 350 gallons of butter-milk. To run this machine costs him \$1 a day, for electric power. His only cost for repairs in two years has been \$1 for packing. Before installing the machine, it cost him \$3 to \$4 a day for ice, and he now runs his plant with one man less.

Another creameryman gave me the following figures: He put in a seven and eight-tenths ton machine, with equipment, for \$1,475. He previously had the motor.

He cools 250 gallons of cream from 85

to 40 degrees and keeps 2,000 pounds of butter in a refrigerator at 40 degrees. The machine is run 10 hours in hot weather and four to five hours spring and fall, at a cost of 4 to 4½c per kilowatt hour, amounting to \$225 for the year. This includes the expense of running the entire plant, cooling, ripening cream and churning. It formerly cost him \$500 a year for ice. He has run the machine something over one year, with no repairs.

These are a few comparative figures which may serve to aid those who are thinking along these lines. And aside from the question of dollars, there is a most worthy ambition among us to work for quality. There is a supreme satisfaction in a clean, sanitary plant, turning out the best on the market.

So let us welcome new ideas, investigate, compare, and choose whatever will assist us in reaching the highest standard of quality.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizen's Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

FOR SALE

On Account of Ill Health

Splendidly Equipped Plant

And Established Creamery,
Egg, Ice and Poultry Business

in the Northwest in one of the best dairy and egg producing sections. **Sales Last Year \$100,000.** Within easy reach of five of the largest coast markets. Finest proposition. Will bear close investigation. Address letter

A.A. Care of The Creamery Journal

The Chapman Salt Test

(Continued from page 8.)

work out if the butter is gritty, or if the salt is unevenly distributed. But with ordinary methods used to work the salt into the butter, and with a salt content of 1 to 4 per cent, it is absolutely correct, and very much quicker than any other method.

The only things needed are a solometer, and a glass cylinder large enough to put the solometer in while reading the per cent of saturation. Prof. Lee says that you can take the reading when the butter is from one-third to one-half worked and, in this way, know just what the butter will contain when finished. If there isn't enough or if there is too much, it can be made to come up to the required amount before the working is completed.

It would also be possible to make a solometer with several scales to represent as many different moisture contents, and in this way the reading would be the salt content without any calculating.

With as simple and inexpensive a method as this, there is no excuse for any butter-maker not testing every churning for salt. I also believe that the more we study the salt in butter, the more we will try to in-

corporate a larger per cent of the salt we put into the churn and allow less to pass off with useless moisture left in the churn. Many times while I was working on this method I would not have more than three or four pounds of brine left in the churn after taking out the butter, and of course had very little loss of salt. It has always seemed out of place to me that some of the dairy schools would recommend as much as 10 pounds of salt to 100 pounds of butter and incorporate only about 2½ per cent. In a large factory this loss would amount to a great deal in a year and could be nearly all saved if modern methods were used to work the salt into the butter. If we get our butter into the right condition and no excess of moisture in the churn and dry salt in a well made trench, there is no reason why we can't incorporate 75 per cent of the salt we put into the churn.

An Iowa Report

We are just in receipt of the annual report of the Union Farmers Co-operative Creamery Company located at Monona, Iowa. It is for the year ending January 1, 1914. During the 12 months 2,029,900 pounds of cream were received, which

showed 481,115.7 pounds of butter-fat that made 585,786 pounds of butter. The receipts for the year in dollars and cents were \$174,330.49—this for butter alone. In addition \$467.24 was received from the sale of butter-milk, \$255.54 from salt, \$21.55 from sawdust and \$36.55 from ice, making the total gross receipts for the year \$175,111.37. The patrons used 10,089 pounds of butter at a cost of \$3,249.34. Butter amounting to \$444.95 was sold to employees and others aside from patrons, and 16,272 pounds at a total of \$5,120.49 were sold to merchants.

As compared with 1912 this year's statement shows a gain of 118,773 pounds of cream, 32,482.6 pounds of butter-fat, 36,673 pounds of butter and \$14,849.11 in cash receipts. Patrons received in checks \$151,191.78, in butter, \$3,249.34, and the expense of operating was \$18,772.24. The average net price received by the patrons for butter was 29.77c; the average price paid for butter-fat, 32.1c; the average test of the cream, 23.7 per cent; the average overrun, 21.75 per cent; the cost of hauling per pound of butter was 1.65c; the average cost of manufacturing butter per pound, exclusive of hauling, was 1.55c, making a total average manufacturing cost of 3.2c. There was received during the year \$592.44 for butter manufactured for non-stockholders, this amount being placed in the stock fund account. C. N. Hart is the successful secretary and John Reidel is president.

Laude Re-elected

J. F. Laude advises us that he has recently been re-elected as secretary of the Greenfield (Iowa) Creamery Company at a salary of \$120 a month. This is one of the most successful co-operative creameries in the state. Their report for 1913 shows that they received 115,418 pounds of milk and 920,690 pounds of cream. They have made 372,768 pounds of butter, selling 47,014 pounds at home. The average price paid for butter-fat was 34.27c. The cost to manufacture a pound of butter was 1.84c and the average overrun was 24.73 per cent. This creamery also handles eggs, and we find that they shipped 3,300 cases during 1913. For these eggs they got \$19,421.47. The receipts for butter shipped to New York were \$94,424; for the butter sold at home, \$14,439.83; and for butter-milk, \$350. Patrons' milk and cream checks amounted to \$86,114.50; there was paid for hauling, \$4,730.55; paid into the sinking fund, \$4,232.64; and deducted from patrons' checks for butter \$6,317.38.

The Benson (Iowa) Dairy Company report that for the year ending December 1, 1913, they received 1,864,900 pounds of milk, 520,712 pounds of cream in which there was a total of 193,383.9 pounds of butter-fat. The overrun was 20.3 per cent, the average test of milk 3.52 per cent, the average test of cream 24.2 per cent, the average price received 30c and the average price paid 35.7c. The total year's receipts were \$73,223.58. The expense of operation was \$4,767.04. J. F. Lorenzen is buttermaker and manager. Nels Rasmussen is president and J. R. Dumond, secretary.

A. A. Briggs was recently elected manager of the Shell Rock (Iowa) Co-operative Creamery Co. creamery, with Ray Betts continuing as assistant. He went to Shell Rock from Finchford, where he moved a short time ago from Wisconsin. He was manager of the Shell Rock creamery 17 years ago.

Edward I. Swift, Mgr. Butter Department. Formerly with Stephen Underhill.

ARMSTRONG & SWIFT
Butter, Eggs and Cheese

Western Representative: F. A. Salisbury, Vinton, Iowa.

References: Chatham & Phenix Natl. Bank, Broadway Trust Co., New York. Mercantile agencies

321 Greenwich St.,
NEW YORK

Cold Storage Warehouse,
Cuba, New York.

Perfection Brand Butter Color
HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

Money Talks

THE HOUSE OF BROWN has an attractive offer to make you for your Fancy Butter. Let us know what you have to offer.

We handle the entire output of the largest whole-milk creamery in the country at Strawberry Point, Iowa, and can handle yours if you will give us the opportunity.

We want butter scoring 96.33 if possible, but don't try the stunt of making it from cream six days old; it generally pans out the wrong way. Fresh sweet cream is the only thing for making Fancy Butter.

Yours for a square deal,

P. F. BROWN & CO.

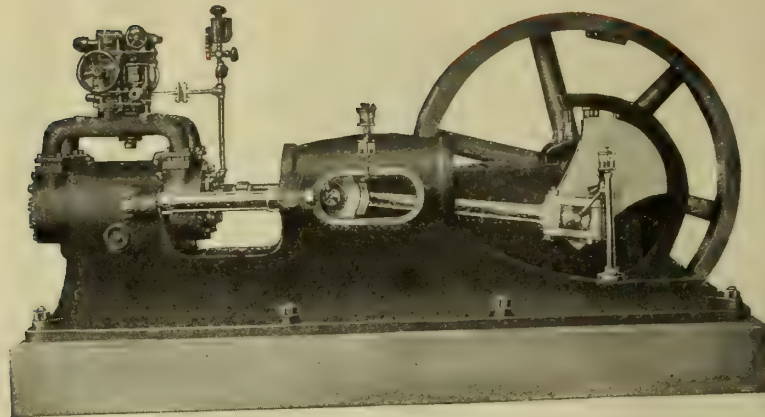
Philadelphia

H. C. HANSEN

Western Representative

FARIBAULT, MINN.

Ice Is Going to be High This Summer



The weather has been mild in most sections of the country—exceptionally mild. A big shortage of the ice crop seems certain—with the price way up.

Now—right now—is the psychological moment to look into the ice machine proposition for yourself. In many cases, a refrigerating machine is going to entirely pay for itself this summer. And we venture to say you will actually be surprised to see how sim-

ple, how convenient, how cheap in comparison to benefits secured, an ice machine really is.

Let us sit down with you, look into your special case, and see if you could install a refrigerating machine to advantage. We'll advise you honestly. We couldn't afford to do otherwise.

This service of our engineering department is free and puts you under no obligations. Write us today and start the wheels a-going

The Creamery Package Mfg. Company

Chicago, Ill.
Toledo, Ohio

Minneapolis, Minn.
Kansas City, Mo.

Philadelphia, Pa.
Waterloo, Iowa

Albany, N. Y.
Omaha, Neb.

THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV. NO. 3

WATERLOO, IOWA, MARCH 1, 1914

ONE DOLLAR A YEAR

SAFETY AND ECONOMY

The Satisfaction Which Thousands of Factorymen
Who Use



feel is based upon knowledge of its reliability since they know it can always be depended upon to do what needs to be done, and to do it in the safest and most economical way.

To clean safely is quite as important as cleaning thoroughly and economically. Any agent that contains caustic might cut the butter fats and cream particles slightly quicker than the no-caustic Wyandotte Dairyman's Cleaner and Cleanser, but unless the caustic agent rinses perfectly free, and quickly, there is danger of harmful effects to the metal and wood utensils and of serious lessening of the butter quality through loss of flavor, and loss of dairy quality can never be regained.

For thorough cleaning, for a uniform quality of cream, for that safety in cleaning which insures the highest quality in dairy products, there is no cleaning material equal to Wyandotte Dairyman's Cleaner and Cleanser. The overwhelming majority of factorymen using Wyandotte Dairyman's Cleaner and Cleanser and the number of dairy authorities recommending it, is sufficient proof of its special fitness for such cleaning purposes. Order from your supply house.

Indian in Circle



In Every Package

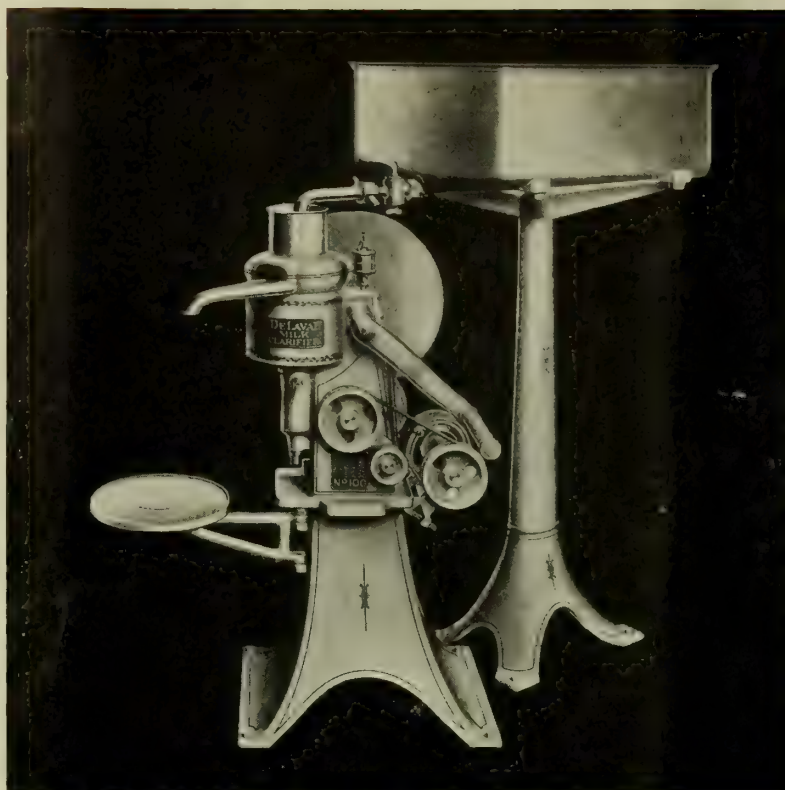
THE J. B. FORD COMPANY, SOLE MNFRS.

WYANDOTTE, MICH.

This Cleaner has been awarded the highest prize wherever exhibited.

Published by FRED L. KIMBALL CO., Waterloo, Iowa

No milk whether certified, inspected, guaranteed, or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.



De Laval Centrifugal Milk Clarifier
Capacity 1,000 pounds (500 quarts) per hour. Combination Drive (Hand or Power).
Can also be equipped with electric motor drive.

Made in ten sizes and styles, from a capacity of 12,000 lbs. per hour down to a small hand machine with a capacity of 100 lbs. per hour. Larger sizes turbine or belt drive. Smaller machines, can be run by gas engine, belt, electric motor or hand power.

Milk Consumers Are Beginning to Demand De Laval Clarified Milk

NO milk dealer or producer who has witnessed a demonstration of the De Laval Milk Clarifier and has seen for himself the composition of the residue removed from even the best milk by this machine, can doubt for an instant the benefits of clarification.

THERE is no question but that these benefits are positive and easily apparent, and they are rapidly becoming known to the general milk consuming public.

THE advantages of clarification by the De Laval process are self-evident to milk in-

spectors and board of health officers who have looked into the subject, and a number of milk authorities have gone so far as to say that it will only be a question of time until clarification becomes compulsory, so that without any special advertising the benefits of De Laval clarification are becoming widely known.

NEEDLESS to say that the milk dealer who is wise enough to anticipate the general consumer's demand for De Laval Clarified Milk will be the man who will reap the benefits.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

The De Laval Separator Co.

165 Broadway, NEW YORK 29 E. Madison St., CHICAGO 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 3

WATERLOO, IOWA, MARCH 1, 1914

One Dollar a Year

The Iowa Buttermakers' Conclave

FORT DODGE MEETING GREAT SUCCESS

It is impossible for us to write a story about the fourth annual convention of the Iowa Buttermakers' Association held at Fort Dodge February 18th, 19th and 20th that will convey an accurate idea of what a grand gathering it was. We have written up so many convention stories that they all sound alike, but the Fort Dodge convention deserves more than the ordinary convention write-up.

Some thought Fort Dodge was too far west for a good meeting, but if we read the enthusiasm and determination of the Iowa buttermakers aright there would have been as large a crowd at Sioux City or Pierre. It isn't so much the location of a city as the interest taken in the association by the buttermakers.

The enthusiasm and action of the Iowa buttermakers have drawn the eyes of the whole world toward them, and consequently at the Fort Dodge convention there were several visitors from outside states—foreigners, some of them. Minnesota sent a large delegation of "scouts," and they all had to admit that the "bread and butter" state had nothing on Iowa nowadays when it comes to holding buttermakers' conventions.

It was a great meeting. The attendance was large and there was an enthusiasm and interest manifest which is new in this state. There was nothing to detract attention from the convention and when the sessions were called everyone responded and filled the large armory.

The First Session.

The first session was called to order by President Hart at 2:15 Wednesday afternoon, with at least 250 delegates in their seats. After invocation by Rev. Edward E. Hastings, the Hon. J. J. Ford, mayor of Fort Dodge, put everybody in a happy mood by his hearty welcome. He not only extended the glad hand at the first session but all during the convention he mingled among the boys and did everything in his power to see that everybody had a good time. In fact, Mr. Ford was the only Fort Dodge man who seemed to take an interest in the convention, and for those who were there to think of Fort Dodge means to think of Mayor Ford.

Following Mr. Ford's welcome, Miss Johnson favored the convention with two or three songs.

J. C. Joslin, of Hartley, in behalf of the association, responded to the mayor's address. "The buttermaker is a mighty busy man," said he. "A good buttermaker must be a specialist in many lines of work. He must be a good buttermaker and have tact to get along with his patrons, he must be an engineer, a fireman and an expert in

many things. I believe we have a number of buttermakers in this and other states who are not right up to snuff in their line of work and that is what is keeping the work back to some extent. The longer I live the more I am impressed with the fact that there is just one word that will cover the difference between the successful and unsuccessful buttermaker, and that word is energy."

Secretary Brunner then introduced President Hart by saying he was a man who had been working the past year from his neck up.

President Hart adopted a Wilson plan and made no regular address. He mentioned the fine exhibit of butter and complimented the buttermakers on the appearances of the packages. "Exhibiting butter and comparing our work is one of the prime factors in the progress of a buttermaker." He discussed the matter of quality briefly and said he thought the trouble begins at the farm.

President Hart appointed the following committees: Legislative, E. M. Wentworth, W. B. Quarton, J. C. Joslin, J. J. Brunner and F. C. Hinze. Resolutions, F. D. Warner, C. W. Davis and Milton Colton.

Dairy and Food Commissioner Barney was next introduced and made an excellent address. We expect to print this in full in a later issue and will make no comment at this time.

Following Mr. Barney's talk, C. S. Payne, of Oelwein entertained with one or two songs.

Mr. Odell, who was on the Thursday afternoon program, was unable to be at the convention on account of sickness, so James Sorenson, manager of the Albert Lea State Creamery, took his place, and as Mr. Sorenson had to leave early he was called upon at this time. His subject was "Robbing the Creamery." Mr. Payne had just sung the song which ended with the words "Minnesota'll be sore when we win an encore." Mr. Sorenson said that was wrong; that competition was the life of trade. He congratulated the Iowa boys and said they were coming to be known in Minnesota as being dangerously close to them. Regarding the subject of "Robbing the Creamery," Mr. Sorenson said he wondered if the Iowa boys thought he had experience in robbing creameries. He said there were three kinds of robbers—the farmer, the creamery manager and the buttermaker. The gist of his remarks was that the farmer who did anything to disrupt co-operation or sold cream which was not fit to make good butter was a robber. The creamery manager who allowed unnecessary wastes, who used no system and who did not know what to ex-

pect of a good buttermaker was a robber. The buttermaker who did not keep daily records and did not get a legitimate overrun and the best quality of butter from the quality of cream delivered, was a robber. His talk was full of real facts and we are going to publish it in full later.

The discussion following Mr. Sorenson's talk was lively and will also appear in full later.

Wednesday evening a good sized crowd listened to an address by Governor Clarke, of Des Moines.

Thursday Morning.

The butter room was opened and the buttermakers were allowed to go over the exhibit. At 10 o'clock Auctioneer Frank Brown, of St. Paul, sold the butter to Swift & Co., for 30c f. o. b. Fort Dodge. Considering the market conditions, this was a very satisfactory price.

At 11 o'clock the convention was called to order and R. E. Clemmons, of Burt, read a paper on "How we make the best hand separator butter in Iowa in Kossuth county." This paper was full of valuable suggestions and we will print it in full later. S. S. Hudson, of Titonka, made a few remarks along the same line. He said when he went to his present creamery the cream was coming in from a week to 10 days old. He began turning down cream which was not up to standard. Now their cream is brought in four times a week in summer and three times in winter. He finds that he can do more with patrons by keeping in personal touch with them than by any other way.

In the discussion, one thought the farmer was blamed too much for the poor quality. He said if the right buttermaker were in the right place poor quality would be overcome. This remark started a lively discussion, and not all those present agreed. When this buttermaker took charge of the creamery he is now in the cream was delivered only once or twice in 10 days. Now 75 per cent is sweet and the patronage is larger.

Thursday Afternoon.

Assistant Commissioner Ross was the first speaker introduced. He talked about the butter exhibit. He told the buttermakers that he found very few packages which had been overworked; hardly any mottles or waves; scarcely any gritty salt. "The workmanship," said Mr. Ross, "is exceedingly good. However, some of the boys do not seem to appreciate the necessity of a neat package. By all means, whether making contest or market butter, take pains with your package and see that it is neat and uniform." Mr. Ross had two tubs on

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

the platform. One was a neat, pretty package and the other dirty, with cover too large, liner lapped over two or three inches and about a half pound of salt on top. It had been sent without covering with burlap or packed inside of a 60-pound tub. Mr. Ross also spoke about the eight months' contest. "You who have participated have increased the average score of your butter over last year $1\frac{1}{2}$ points. You have advanced the quality of butter, and I want to urge you to continue these educational contests."

Prof. Mortensen, of Ames, was introduced by President Hart. He said there were two matters he wanted to take up, and one was the educational contest. He thanked Mr. Barney, the state inspectors and Mr. Kieffer for their part in last year's educational contest. Prof. Mortensen outlined the plan for next year's contest as follows: To have 10 scorings and the butter to be called by telegram instead of setting the dates ahead. "In this way," said the professor, "we believe the educational value will be greater and furthermore we also have in mind a few experiments which we are anxious to carry out. It hasn't been very long ago since Iowa was way behind Minnesota and Wisconsin at the national contests. Last year Iowa was only .3 of a point below Minnesota and way above Wisconsin. Next year's results are clear if we continue our good work." A vote was taken and it was unanimously decided to carry on the contest the coming year in the manner outlined. The first scoring will be in March, during the latter part, at Ames. The August scoring will be at the state fair, September at Mason City, October at the Iowa State Dairy Association convention, and the February scoring at the Iowa Buttermakers' Association convention. The eight highest scorings will be considered in making the final awards. (More complete information regarding these scorings will appear later.)

The matter of a trade mark for Iowa butter was discussed and the idea seemed to meet with general approval. This will be taken up more in detail later.

Following this discussion, the Ames quartette entertained the assembly.

Secretary Brunner read his annual report, which showed a balance on hand of \$875.66. Treasurer Mittlestadt read his report, and after receiving a message that the shortage of two years ago had all been straightened up, both reports were approved.

The election of officers was held at this time and resulted as follows: President, R. E. Clemmons, Burt; vice-president, C. E. Brant, Fairbank; secretary, J. J. Brunner, Strawberry Point; treasurer, W. E. Mittlestadt, Alden.

Dr. O. P. Thompson, state milk inspector, gave an illustrated lecture on the cleanliness of dairying, illustrating in a graphic manner the good and bad ways of handling milk. Dr. Thompson thinks the hooded milk pail is a great boon to quality and urged every buttermaker to encourage his patrons to use the hooded pail. He said it was just as important to the buttermaker as to the milk dealer. "The question of quality seems to be paramount. We have reached the crossing of the roads and the sign boards are plain. We must either put upon the market the very best quality of butter or come into direct competition with the butter now being shipped to our markets from foreign countries. I predict that the time is not far distant when every successful creamery of any size will employ a field man or inspector whose whole time will be devoted to visiting the farms of all producers, classifying them on the basis determined by the government score card."

Prof. F. W. Merrill, of North Dakota, made an excellent address on "How to Educate the Patron." Prof. Merrill is an educational field man and a forceful speaker. He took his text from the resolutions. "I think there is necessity right now," he said, "for the buttermakers of Iowa and other states to begin to sense the responsibility resting upon them. Too long we have been recognizing the buttermaker as a buttermaker, and we haven't considered him as a leader of dairy thought in his community. I believe the buttermaker is the head of the dairy industry, but there is no beginning. We can't say it begins with the cow because beyond the cow is the soil. We can't say there is end to the dairy business, so there is neither beginning nor end, but there is a head—the buttermaker." Prof. Merrill's talk was eloquent and he brought out many points which will be worthy of discussion later on.

The Banquet.

Thursday evening at 6:30 the visitors were entertained at a banquet held in the Commercial Club rooms and given by the ladies' societies of Fort Dodge. There were about 200 present and the menu was enjoyed by everyone. Music during the evening was furnished by a five-piece orchestra and Charley Payne was the vocalist.

Following the banquet, S. B. Shilling, of Chicago, acted as toastmaster and introduced each speaker in a befitting manner. Among the speakers were Mayor Ford, of Fort Dodge; Judge W. B. Quarton, Algona; Prof. J. D. Jarvis, Indiana; Prof. F. W. Merrill, North Dakota; J. J. Farrell, Minnesota; Martin H. Meyer, Madison; Hon. W. B. Barney, dairy and food commissioner; Prof. Mortensen, Ames, and Secretary Brunner. Following the toasts, J. J. Ross read the scores and presented the prizes.

Friday Forenoon.

The first speaker on the program was Miss Warner, of Burt, manager of the Burt Co-operative Creamery. Miss Warner has the distinction of being, so far as is known, the only woman creamery manager in the United States. There may be women who are secretaries, but Miss Warner is the only woman manager of whom we have ever heard. Her talk on "Creamery Management" was interesting and presented in a manner considerably unusual. We will print this in full later.

W. H. Chapman, of New Hartford, read a paper on "Artificial Refrigeration in the Creamery." This will be printed in full in a later issue.

W. H. Anderson, of Algona, read a paper on "The Usefulness of a Starter." This paper will also appear in full in a later issue.

W. P. Crowley was not present and Prof. Mortensen was called on to discuss the subject of "The Future of Ice Cream Making in the Creamery." He said he would advise any creameryman to study the matter very carefully before going into ice cream making. Another thing which has to be considered is, you can't make ice cream any place there is a creamery, as the outlet for the finished product is just as important as the supply of the raw material. "Unless you are able to manufacture and sell 20 gallons a day for four or five months I don't believe the local creamery should engage in it. A town of 10,000 people will consume from 10 to 20 gallons of ice cream per day." The professor urged those who are making ice cream to keep up the quality by using a good, rich cream and the best quality of ingredients. He said he thought the ice cream business wherever it could be handled profitably in the local creamery brought patronage and helped the creamery

Who's Your Friend?

Looks Good to Me!



REPRESENTATIVES
 Creamery Package Mfg. Co., Chicago, Ill.
 A. H. Barber Creamery Supply Company, Chicago, Ill.
 Ohio Creamery & Dairy Supply Company, Cincinnati, Ohio.
 L. A. Watkins Mdse. Company, Denver, Colorado.
 J. G. Cherry Co., Cedar Rapids, Iowa.

The

Powerful Germicide Disinfectant—Deodorant Not a Poison

WILL NOT TAINT MILK OR ITS PRODUCTS

Makes It Easy For You to Comply With All Sanitary Regulations



More important still—it makes it easy for you to make better butter at less cost. The use of B-K all through your plant cuts off a great many sources of loss. At a cost of a nickel a day for the average creamery you can keep the whole plant sweet and clean. Believe me, if you knew what good work B-K is doing in other creameries you wouldn't rest a minute until you sent your order for a good supply.

Use B-K Because It is Practical

We recommend nothing to you except the intensely practical. We have no patience with experimenting with the other fellow's work. We know what we are talking about before we print a word. We don't mean laboratory tests when we tell you B-K will do a certain thing—we mean actual work and tests in regular creameries.

Use B-K in every drop of rinse water. Use B-K for rinsing vats, cans, churns, all piping, conduits, separators—whatever place you know where there is a chance of germ trouble. You know the places. We tell you to use B-K throughout the plant, because it will pay you to do it. Remember, a nickel a day will do the stunt and you will be utterly surprised at the advantages it will give you; at the improvement it will make in your output; how much easier it will make your work. B-K is your friend from start to finish.

Co-operative Work If you will show every one of your patrons the B-K way of producing pure milk you can make an increase in the quality of their milk and cream that will astonish them.

If you can get them simply to rinse cans, pails, separators in B-K and wipe off the cows' udders with B-K dilution before they milk you could afford to buy all the B-K your patrons could use.

If you don't believe this statement ask us to show you.

Every creamery manager, every buttermaker, every stockholder and patron of creameries will be interested in our new book, "Better Milk."

It is sent free. It is brim full of interesting facts, good illustrations and money-making suggestions.

WRITE US TODAY.

General Purification Company,
603 Pioneer Building,
Madison, Wis.

Send me your free book entitled "Better Milk."

We handle

.....lbs. whole-milk daily, ...lbs. cream daily.

Name

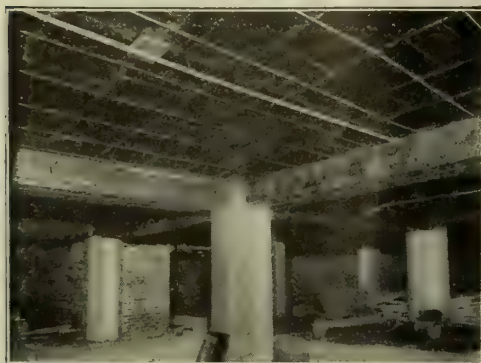
P. O.

State.....R. F. D.....

General Purification Company

603 Pioneer Building

MADISON, WISCONSIN



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

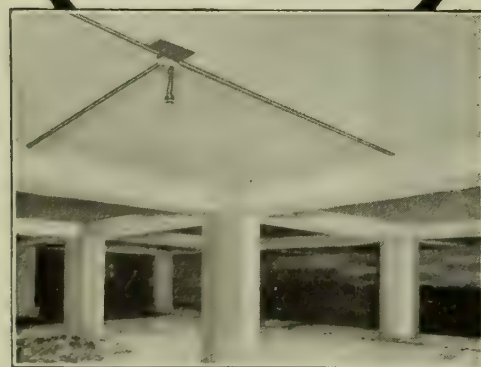
It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—1½ lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.

105 Union St., Winona, Minn.



Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

in many ways. The quality of butter is always better in creameries where ice cream is made because the example of delivering sweet cream is before all the patrons.

There was a short discussion, and the convention adjourned sine die.

Judging Contest.

Winners in a tie in this contest are Carl Meier, of Fairbank, and W. P. Hughes, of Fairbank, both contestants being only seven points off from the official score. Each received a gold mounted butter trier.

Second place was won by B. Jensen, of Fort Dodge, his score being 9 points off from the official score. He received a silver plated trier, with ebony handle.

The winner of third place was Henry Hansen, of Cylinder, he being 9½ points off from the official score. He received a silver mounted butter trier.

Special Prizes.

Milwaukee Cleaner Company, \$10 in gold to J. J. Brunner.

Camera, by the J. B. Ford Company, to H. K. Nelson.

Camera, by the J. B. Ford Company, to J. J. Brunner.

Gold watch, by Wells & Richardson Company, to J. J. Brunner.

Secretary J. J. Brunner of Strawberry Point was awarded first place in the whole-milk class contest at the Fourth Iowa Buttermakers' Convention, his butter scoring 96½, a half point more than Carl Hoveland, of Lake Mills, who took second honors. In the gathered cream class H. K. Nelson, of Joice, took first with a score of 96, Herbert Soballe, of Coulter, scoring second with a percentage of 95½. No exhibit in the biggest display the convention has ever known, was scored below 90 in the whole-milk class or below 89 in the gathered cream class.

The officials of the convention who made the announcements are J. J. Brunner, secretary, and J. J. Ross, of Iowa Falls, butter judge. Both men were enthusiastic over the quality and appearance of exhibits.

"They are the best lot of good looking tubs I have ever seen and rank high for neatness. The showing and quality are exceptionally fine," declared Mr. Ross. "The exhibit is especially fine for this time of year."

The improvement over last year's showing and its significance as typical of the accomplishment of the association's purpose, to improve the quality of Iowa butter, was a reason for great elation in the opinion of the officials.

One hundred thirty-nine tubs were on exhibition.

What it Means in Prizes.

The men who get first awards in both classes are coming in for some neat prizes in the shape of medals and money. Mr. Brunner and Mr. Nelson will get gold medals and special prizes totaling about \$150 each. The men in second place, Messrs. Hoveland and Soballe, get silver medals and about \$50 in special prizes. There is also a pro rata fund to be divided among all those scoring 91 or above in the whole-milk class and 89 or above in the gathered cream class.

The Awards.

The complete list of these awards is:

No.	Score
Whole-Milk Class.	
135—First prize, J. J. Brunner, Strawberry Point.....	96½
66—Second prize, Carl Hoveland, Lake Mills.....	96
1—J. F. Lorrangen, Cedar Falls.....	91
4—C. B. Bracey, Maynard.....	94
6—H. C. Ladage, Plainfield.....	94
9—W. E. Mittlestadt, Manchester.....	95
12—Milton Colton, Masonville.....	94
19—M. J. Oleson, Randall.....	92

20—R. Jorgenson, Alta Vista.....	91½
21—Robert Wagner, Sumner.....	92
24—Wm. Meier, Denver.....	95½
27—Roy Scoles, Fredericksburg.....	92
32—Carl Meier, Fairbank.....	94½
33—H. P. Bancroft, Delhi.....	94½
34—Anton Smith, Oelwein.....	94½
35—E. B. Olds, Sumner.....	94½
39—L. L. Zbornik, Sumner.....	94½
41—Chris Russler, Fredericksburg.....	94
43—W. P. Hughes, Fairbank.....	93½
45—T. E. Sadler, Oelwein.....	95
47—F. H. Harms, Waverly.....	95
48—Geo. Stuessi, Manchester.....	95
50—F. M. Zell, Sumner.....	93½
51—F. W. Stephenson, Oelwein.....	95
52—W. H. Eischeid, Waucoma.....	94½
54—E. E. Mittlestadt, Arlington.....	94½
55—D. W. Mohler, New Hampton.....	92
56—D. T. Broers, Stanley.....	96
69—Albert Bakken, Lake Mills, Comp.....	96½
75—W. H. Chapman, New Hartford.....	92½
83—H. A. Griese, Readlyn.....	94½
91—G. F. Landquist, Saude.....	94½
92—A. Fay, Cascade.....	93
94—C. E. Brant, Fairbank.....	91½
95—F. W. Bremer, Sumner.....	94
104—M. Anderson, Emmetsburg.....	94½
118—P. W. Peterson, New Hartford.....	93
120—E. A. Cole, Lamont.....	92
121—E. H. Homan, Westgate.....	92
125—Julius Brunner, Osage.....	91
131—Matt McDowell, Hazleton.....	91
132—F. H. Wehling, Readlyn.....	93
133—B. E. Bragg, Preston.....	90

Gathered Cream Class.

37—First prize, H. W. Nelson, Joice.....	96
49—Second prize, Herbert Soballe, Coulter.....	95½
2—Wm. Helgason, Lone Rock.....	91½
3—J. F. Van der Meer, Orange City.....	91
5—M. E. McMurray, Nashua.....	89
7—Lewis Anderson, Ringsted.....	93½
8—A. D. Gimer, Clemmons.....	91
10—A. A. Klemme, Ashton.....	89
13—A. M. Heier, Sheldon.....	91
14—M. M. Sorenson, LuVerne, Minn.....	91
15—C. R. Conway, Garner.....	92
16—J. J. Marx, Hospers.....	92
22—Fred Lehman, Monticello.....	91
23—Henry Hanson, Cylinder.....	93
25—N. O. Bendickson, Decorah.....	93
26—B. F. Schultz, West Union.....	92
28—B. S. Hill, Dunbar.....	91
29—Matt Aslaksen, Ossian.....	91½
30—C. H. Jennings, Belmond.....	90
36—J. M. Hanson, Manly.....	94½
38—N. O. Nelson, Swea City.....	92½
40—Guy Thomas, Clear Lake.....	91
42—Mrs. Catherine Moller, Little Falls, Minn.....	94
44—F. J. Riley, Carroll.....	89
46—W. S. Kucker, Cylinder.....	92
57—Cecil Mills, Dayton.....	93
59—E. M. Frederickson, Clemmons.....	93
60—C. B. Peterson, Exira.....	94
61—C. W. Green, Hartley.....	95
62—Johannes Johansen, Exira.....	91
63—Wm. Matters, Graettinger.....	94½
64—Chris Lundhoy, Greenfield.....	93½
65—A. H. Ady, Prescott.....	93
67—E. C. Flaskgaard, Terril.....	91
68—C. W. Larson, Grand Junction.....	90
70—N. C. Neilson, Langdon.....	91
71—J. O. Erseland, Marengo.....	91½
72—E. H. Jensen, Forest City.....	91
73—F. D. Warner, Northwood.....	93½
74—L. P. Nelson, Exira.....	90
76—Amiel Winzer, Charles City.....	91
78—Alfred Otnes, Maquoketa.....	89
80—M. P. Pederson, Crystal Lake.....	93
81—W. E. Cline, Casey.....	89½
82—B. Jensen, Fort Dodge.....	91½
84—J. E. McCaffery, Osage.....	91
85—Herbert Oleson, St. Olaf.....	89
86—H. J. Wargowsky, Boyden.....	93½
87—Chas. G. Moon, Manson.....	91½
88—F. W. Stickman, Ionia.....	92
89—Otto Hauken, Oxford Junction.....	92½
90—S. S. Hudson, Titonka.....	93½
97—Ed Wilson, George.....	89
98—F. C. Hinze, Hanlontown.....	92
99—M. Blandin, Orchard.....	92
100—J. G. Gudknecht, Owasa.....	93
101—H. C. Stendel, Scarville.....	93
102—L. W. McCreary, Early.....	89
103—G. F. Allard, Pomeroy.....	89
105—Geo. Wick, Roland.....	91
106—Joe P. Bugh, Rutland.....	90
107—Fred Lehnberg, Hills, Minn.....	91½
108—J. D. Fiete, Iowa Falls.....	90½
109—J. D. Suiter, Holstein.....	91
110—W. H. Anderson, Algona.....	94
111—Carl Nelson, Swea City.....	92
112—W. F. Reed, Storm Lake.....	92
113—D. A. O'Neil, Bradgate.....	92
114—R. E. Clemmens, Burt.....	94½
115—Thos. Wright, Ames, Comp.....	93½
116—Wm. Gossman, Rock Rapids.....	92
117—O. B. Stenbuck, Ellsworth.....	92½
119—Watson Shick, Independence.....	92
122—Earl Bacheler, Little Port.....	91½
123—E. P. Conway, Godell.....	91½
126—Peter Thuesen, Kimbleton.....	91½
127—J. A. Lauridsen, Albert City.....	89
128—C. Hutler, Springville.....	93½
129—C. F. Bollig, Clinton.....	92

Butter Shipping

The business managers of the most successful creameries acknowledge that chief among the **IMPORTANT FACTORS** in shipping their butter are the **TUBS** in which the butter is shipped.

They know it is of greatest importance to attain high grades in quality on their product.

They know the increasing tendency toward variation in prices on different grades of butter; fancy grades ranging higher in values, and readily marketed, undergrades ranging lower in values and less readily marketed.

They know the advantages that follow when **FULL CREDIT** is attained under the rules of grading. **They look out for the full FIVE POINTS** allowed on "Packages." That is why creameries that are most profitably marketing their butter ship it in



SCHMIDT BROS. TUBS

They risk no chance of a high score being cut one or more points on "style" by shipping in inferior tubs, even though such tubs may be obtained at a cent or so lower than is asked for Schmidt Bros. tubs.

They spend money to make money—they make money on the style of their package.

They know **SCHMIDT BROS. TUB** to be a money making factor for them in establishing a reputation as shippers of **FIRST CHOICE BUTTER**, and in securing the **HIGHEST PRICES** the market will pay when shipped.

"Follow the Leaders"—It's sound business policy
ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.

130—B. Windfeldt, Audubon.....	91½
134—P. A. Jordahl, Monona.....	91½
136—J. J. Bork, Marshalltown.....	91
137—A. F. Moscrop, Omaha, Neb.....	92½
139—Geo. Kolthoff, Britt.....	92

Iowa Educational Butter Scoring Contest.

As for the results of the Iowa Educational Butter Scoring Contest which has been in progress during the year for the purpose of raising the standard of Iowa butter, its results speak loudly in the list of scores. "The quality of Iowa butter has been improved 1½ points in a year and there is a constantly growing interest in the contest," said Mr. Ross. The highest average last year was 96½, while this year it has been raised to 97. There is no score in this contest in whole-milk class below 92.8 and in the gathered cream class there is no score below 90.8.

The result of the scoring is:

Whole-Milk Class.	
Name and Address	Score
T. E. Sadler, Oelwein.....	97
J. J. Brunner, Strawberry Point.....	96.03
W. E. Mittlestadt, Manchester.....	95.88
E. E. Mittlestadt, Arlington.....	95.81
F. W. Bremer, Sumner.....	95.63
Anton Smith, Oelwein.....	95.56
E. A. Cole, Lamont.....	95.43
Carl Hovland, Lake Mills.....	95.40
F. H. Harms, Waverly.....	95
P. W. Peterson, New Hartford.....	94.75
A. W. Snyder, Lawler.....	94.62
H. C. Ladage, Plainfield.....	94.68
Robert Wagner, Sumner.....	94.43
Carl Meier, Fairbank.....	94.31
W. P. Hughs, Fairbank.....	94.25
L. L. Zbornik, Sumner.....	94.18
W. H. Chapman, New Hartford.....	94.06
W. H. Harms, New Hampton.....	93.68
F. M. Zell, Sumner.....	93.12
G. O. Miller, Oelwein, 7 months.....	95.28
M. Anderson, Emmetsburg, 7 months.....	93.71
D. W. Moeller, New Hampton, 6 months.....	93.16
R. Jorgensen, Alta Vista, 6 months.....	92.83
E. H. Homan, West Gate, 5 months.....	94.40
Wm. Ambrose, Tripoli, 5 months.....	94.30
G. Stuessi, Manchester, 5 months.....	94.70

F. H. Wehling, Readlyn, 5 months.....	93.70
S. O. Rusley, Leland, 5 months.....	92.80

Gathered Cream Class.

F. D. Warner, Northwood, 8 months.....	95.09
H. Soballe, Coulter, 8 months.....	95.03
F. C. Hinze, Hanlontown, 8 months.....	95
J. M. Hansen, Manly, 8 months.....	94.81
H. Hanson, Cylinder, 8 months.....	94.65
Joel Bloomster, Hobart, 8 months.....	93.96
G. J. Gudknecht, Owasa, 8 months.....	93.68
Guy Thomas, Clear Lake, 8 months.....	92.18
Geo. Gude, Hamlin, 8 months.....	91.75
E. A. Jensen, Forest City, 8 months.....	91.75
Chris B. Jensen, Radcliffe, 8 months.....	91.68
J. J. Marx, Hospers, 8 months.....	91.06
C. W. Green, Hartley, 7 months.....	93.50
Wm. Helgason, Lone Rock, 7 months.....	93.07
L. P. Nelson, Exira, 7 months.....	91.85
W. F. Cline, Casey, 7 months.....	91.57
John Christenson, Thornton, 6 months.....	91.43
E. M. Frederickson, Clemmons, 6 months.....	91.42
H. C. Stendel, Scarville, 6 months.....	94.08
R. E. Clemmens, Burt, 6 months.....	93.41
M. J. Mansager, Jewell, 5 months.....	93.20
N. Overgaard, Wheatland, 5 months.....	93
C. B. Peterson, Exira, 5 months.....	92.70
R. D. Sweet, Allison, 5 months.....	92.30
G. T. Shunce, State Center, 5 months.....	92.50
C. W. Larson, Grand Junction, 5 months.....	90.05
J. P. Ring, Woden, 5 months.....	90.80

Resolutions.

The Iowa Buttermakers' Association in Fourth Annual Convention assembled calls attention to the necessity of an earnest and persistent effort to improve the primary conditions affecting the dairy interests.

The world-wide competition which now exists in the American market demands that our state should take a more active part in the support of an industry which reached a total of more than \$50,000,000 value in the year 1913.

Every reduction in the cost of production through the broadening of the work of the state dairy commissioner, the college of agriculture, the county agricultural advisers, and district cow testing associations, is not only desirable, but necessary. The improvement work should be within the reach of all, and carried on in co-operation with the farmer on the farm; to this end, we urge the incoming legislature to make provision for an increase in the number of assistant dairy commissioners from the four now employed to at least 12 trained and practical men.

The profits of the farmer are dependent upon the quality, quantity and economy of production.

Resolved, We request a change in the law that established the State Dairy Board so as to include thereon one or more representatives of the Iowa Buttermakers' Association.

Resolved, That we thank the State Dairy Commissioner, his assistants, Prof. Mortensen and his assistants in the dairy division of the Iowa State College, for their ready co-operation at all times, and we recommend an increase in the support fund for the dairy farm and dairy school.

Resolved, That we tender our heartfelt thanks to the Hon. J. J. Ford for his untiring efforts to promote the success of this convention.

Resolved, That we thank Miss Thompson, Gov. Clark and all who have with voice or otherwise contributed to the interest and value of our session.

Milton Colton,
F. D. Warner,
Chas. W. Davis.
Signed,

The following resolution was approved and unanimously adopted:

Whereas, there have been from time to time many complaints made to the United States senators from Iowa and to the Dairy and Food Department of Iowa, on account of unjust fines and penalties assessed by the Treasury Department of the United States against certain manufacturers of butter on account of the claimed excessive moisture content of the butter manufactured, and relief having been sought therefrom at the hands of the United States senators from Iowa and the State Dairy and Food Department, and the two senators having requested that the said matters and complaints be carefully considered by this association, and recommendations made for their guidance, suggesting remedies for the complaints made. Your committee having been appointed for that purpose hereby make the following recommendations:

First. We recommend the fat standard for

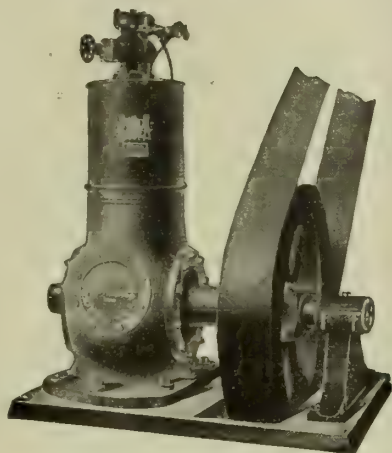
P. F. BROWN & CO.

48 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

You'll Be Independent



Our Belt Driven Compressor

of a short ice supply and high prices if you install a

BAKER Refrigerating Plant

You'll also have refrigeration superior to anything you have ever before experienced.

Write for Bulletin No. 24

BAKER ICE MACHINE CO.
OMAHA, NEB.

American butter in lieu of the present moisture standard.

Second. That all salted butter containing less than 80 per cent butter-fat, and all unsalted butter containing less than 82.5 per cent butter-fat, shall be deemed as adulterated butter.

Third. We recommend that inspectors of butter to determine the fat content, or whether it is manufactured in violation of the law and the supervision of the manufacturers of adulterated butter be transferred from the Treasury Department to the Department of Agriculture.

This recommendation is made because we believe that the employees of the Department of Agriculture are better qualified for this work than are the employees of the Treasury Department; and since the Dairy Division of the Department of Agriculture has already in the field competent dairy experts, the recommendation here named is in furtherance of the economical administration of justice, and will reduce the expense of the enforcement of this law to the Government.

Committee: W. B. Barney, W. B. Quarton, M. Mortensen, J. J. Brunner, J. J. Ross.

Fire destroyed the farmers' creamery at Swanville, Minn. They were nearly ready to move into a new modern plant.



Above is a view of the new creamery of the Hillsboro Creamery Company, of Hillsboro, Wis. The annual report appears herewith. Speaking of the creamery, Vice-President Wagner says: "As we commenced operations March 3, 1913, this report represents less than 10 months' work. We are more than pleased with what we have done, as we have made about 50 per cent more butter than we expected before we started. We have received more for our cream than we ever did before, besides paying about \$4,000 in debts and dividends. Co-operation is the only system."

Creamery Report

First annual report of the Hillsboro (Wis.) Creamery Company for the fiscal year ending December 26, 1913:

Receipts.

For butter shipped.....	\$74,156.38
Butter sold to patrons.....	1,511.72
Butter sold to merchants.....	1,320.97
Butter sold elsewhere.....	530.84
Received from patrons for hauling.....	1,522.34
Received from patrons for butter-milk.....	270.77
Received for butter-milk and cream sold.....	164.54
Other receipts.....	2.30
Loan from Farmers' State Bank.....	1,700.00
Sale of stock during year.....	1,000.00
Balance Dec. 31, 1912.....	1,227.58

\$83,407.44

Disbursements.

Butter-fat at \$68,811.41, less \$1,441.86 for outstanding checks.....	\$67,369.55
Starter milk.....	114.42
Tubs.....	1,855.48
Machinery.....	2,262.14
Improvements and expense on building.....	967.04
Dividend.....	1,787.43
Buttermaker and helpers.....	1,260.23

Supplies and repairs.....	914.69
Cream haulers.....	1,754.86
Laundry bill.....	35.52
Gasoline.....	154.73
Stationery, postage and box rent.....	42.85
Freight, drayage, express.....	315.81
Coal and wood.....	162.69
Salt.....	115.40
Gravel and cement.....	49.27
Lights.....	6.50
Taxes.....	9.46
Insurance.....	40.00
Common labor.....	45.62
Bookkeeper.....	240.00
Filling and improvement on ice house.....	122.25
Mortgage and interest.....	2,100.00
Wm. Healy, secy. and supplies.....	14.31
John Gross, director and other services.....	9.50
Due from local sales.....	22.08
Due from commission houses.....	1,064.48
Balance in cash drawer.....	11.72
Balance in bank Dec. 26, 1913.....	559.41

Pounds butter shipped.....	\$83,407.44
Pounds butter sold to patrons.....	5,002.5
Pounds butter sold to merchants.....	4,379
Pounds butter sold elsewhere.....	1,659

Total.....	267,946.5
Pounds cream received.....	256,906
Pounds butter-fat received.....	220,974.2
Average test.....	28.7
Average overrun.....	21.2
Average price paid for butter-fat.....	31.1c
Number of shares sold.....	117
Cost of gathering 100 pounds cream.....	46c
Cost of making 1 pound butter.....	.019

M. B. Lee, president and manager; J. M. Wagner, vice-president; John C. Amberg, secretary. Directors, M. B. Lee, J. M. Wagner, J. C. Amberg, Gus Knick, James Liska.

Jubilee Report

Fred J. Orth, of Jesup, Iowa, sends us the annual report of the Jubilee Co-operative Creamery Company of which he is secretary. During 1913 they received 3,887,350 pounds of milk, 35,589 pounds of cream. In the milk there were 141,051.8 pounds of butter-fat and in the cream 8,527.2. This makes the total butter-fat receipts for the year of 149,579 pounds. The average test of the milk was 3.628 per cent and the cream, 23.96 per cent. They shipped 159,084 pounds of butter and sold 17,785 pounds to patrons. They also sold in cream 1,123 pounds. This would really make their total butter shipment 177,992 pounds. For butter shipped they received \$48,069.41; for butter sold to patrons, \$5,561.09, and for cream sold, \$372.07—a total of \$54,002.57. They received \$7.46 from other sources, and the balance on hand January 1, 1913, was \$92.15. During the year they paid out for butter-fat \$49,795.62; for other expenses, \$3,410.16; put into the sinking fund, \$854.94, leaving a balance on hand of \$41.46. The average price paid for butter-fat was 33.28c. The cost to manufacture a pound of butter was 1.916c.

The following officers were elected: Directors, B. Peters, H. C. Riensche, Fred Garling, N. Huberty and Peter Kies Jr. F. J. Orth was re-elected secretary and treasurer; B. Peters was elected president, and H. C. Riensche vice-president by the board of directors. A. J. Widdel is the buttermaker and has been hired for another year.

Michigan Educational Scoring

As evidence of the success of the department's new plan of conducting educational scorings, we quote from a few of the many letters received commenting on their present value: "You are certainly giving us a lot for our money, etc. We, for one, appreciate the work you are doing, as world's of information and help can be gained.—H. H. Blaine, Blissfield."

"We consider the scoring contests a great benefit to all the boys, as well as the creamery they work for, because if we expect to control the composition of our butter once a month we must pay attention to it the greater part of the time.—R. G. Walker, Dowagiac."

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

The Iowa state buttermakers' convention has passed into history and I think will be considered as a very good convention, although it did not seem to me to have been as well attended as it ought, considering the central location and good train connections.

It also seemed to me that there was not as wide a range in the addresses and discussions as usual. It appeared that nearly all the talks and discussions would wind around to the quality question and generally land pretty heavy upon the buttermaker.

Speaking of the buttermaker, he sure "got his" at this convention; everyone was taking a fall out of him. Even some of the buttermakers themselves were willing to take a good share of the blame for poor quality of the butter.

I do not believe in shielding the buttermaker too much, as I know well enough there are a lot of them that could do more than they do to help the good cause along, still if the buttermaker were to fill all the offices and do all the work that the many speakers seemed to think he should, he would certainly be a man of parts. But, all joking aside, it is coming more and more to where the buttermaker has to be one of the very best men in the community if he fills the bill as many are expecting him to do.

Sam Haugdahl, as usual, got started and he wanted it understood that the buttermaker was the "whole cheese" and figured that if he had the right stuff in him he would do away with all undesirable competition and get all sweet cream. It was simply a matter of being right and going after results. Now we think a lot of Sam, but we believe he is a little out of place in putting up such a line of talk, simply for the reason that he never made butter since we have had these things to contend with. He seems to think that if there are any cream stations left in the town or if there is any poor cream coming to the creamery, there is something wrong with the buttermaker.

I wonder how many have heard of the loyalty of Sam's patrons at New Sweden, Minn., where he made the Paris sweepstakes butter. Well, it is said that the patrons put silk stockings upon the cows the days that Sam wanted milk for this fine butter. Now, of course, this shows what a hold he had upon them, but imagine if you can his getting anything bordering upon that in some of our hand separator cream creameries where the centralizers have been educating these patrons for years. We are willing to take all the blame we should but do not believe Sam should judge us by what was done in those days so long ago.

I well remember the time when I turned milk, that was simply smothered in flavor not sour in the least, back and sent it home without a murmur from the patron, but that is nothing to compare with present day conditions. Sam should get into the game in a creamery for a couple of years and see for himself how much harder it is to line things up satisfactorily.

As I said, the buttermaker was roasted and toasted and sometimes lauded for things done and left undone, and I am sure we all got good out of the meeting together. It is my opinion, however, that if the buttermaker is to make good along

the lines that so many talk and is going to do all this other work (and it seems that he is the proper one to do it), then there will have to be a change in the present arrangement in many creameries, and this buttermaker will have to be given more authority. Make him the manager and allow him to hire an assistant, who must be a first class buttermaker, to attend to the actual making of the butter, starters, ice cream, etc. This manager-buttermaker should be given time to attend to these other duties also time to prepare himself for this other work, such as talking to the patrons along the lines of feeding and breeding, building silos and keeping cream sweet. There is really no end to where a man might go along these lines, providing he had the time and inclination to do it.

When a patron comes to the creamery and gets his check, perhaps he would like to talk a few minutes about one thing or another and no doubt you could do him some good by talking with him for awhile, but supposing you are pasteurizing the cream, your steam pump is running, water tank nearly ready to run over, boiler with steam going up and ready to blow off, engine needing attention, how much do you feel like stopping and talking to this patron? Why the only way for you to do is to get away from him as soon as possible in order that your work may not suffer. Now you did not mean to be rude; you simply had to attend to business, whereas with the other system and a good buttermaker under you to watch out for these things you could talk to him as long as necessary and by here a little and there a little you could get into the good graces of the patrons and thus accomplish a lot of good.

I intended to tell something about some of the happenings at Fort Dodge but have wandered off upon this and will have to wait till a later issue to finish.

I. S. C. Dairy Banquet

Friday evening, February 20th, at six o'clock, more than 100 men and their friends sat down to the fifth annual dairy banquet in Margaret Hall, Ames, Iowa. The preparations were carefully made and were carried out with a nicety of precision.

The toastmaster for the evening was the Hon. E. M. Wentworth, of State Center. Mr. Wentworth's years of service for the Iowa dairymen have made him one of their greatest friends, and his pleasing ways and appropriate remarks helped to make the program one of unusual interest.

The first speaker was Prof. H. H. Kildee, who talked on "Music in the Milk Pail." Prof. Kildee showed how the modern dairy practices and methods were music in the milk pail in contrast to some of the careless and unbusinesslike methods which are gradually disappearing. J. A. Luithly, in "Collecting the Cream," gave some practical and timely advice to the junior class. In the next toast, "Producing the Flavor," Prof. B. W. Hammer brought out some very interesting relations existing between the organisms producing proper flavors in butter and some of the factors producing the desirable objects to be attained in the buttermakers' career. J. J. Brunner, secretary of the Iowa Buttermakers' Association, then spoke on "Churning." Mr. Brunner has been a prominent prize winner at the butter shows in recent years; he de-

clined to speak to the dairymen on churning and on his experience, but spoke on the relation existing between the Iowa buttermakers and the college men and expressed a wish that their relations might become closer and greater through the co-operation already existing. Fred Thomas spoke for the junior class on "Finishing Touches" and his stories demonstrated that the juniors would next year be able to assume their duties in putting on the finishing touches. Dean C. F. Curtiss spoke to the dairymen on "The Butter Judge." He praised the work of the dairy organizations and spoke highly of the advancement in the quality of dairy products and the methods of handling them. President R. A. Pearson addressed the gathering on the subject "The Butter Critic." This was a forceful and interesting talk in which the president impressed upon the dairymen the different kinds of critics and the different kinds of criticism and the inestimable value of the right kind of each.

Probably the most impressive number on the program was the solo "Iowa," sung by Dr. J. I. Gibson, state veterinarian, of Des Moines. The powerful manner and tone with which this song was given brought forth the heartiest applause, as did the famous dairy song, "Everybody Milks in Iowa."

Short talks were given at the close of the program by Martin Meyer, secretary of the National Creamery Buttermakers' Union; B. D. White, editor of the Butter, Cheese and Egg Journal; J. C. Guthrie, I. S. C. '98; W. B. Barney, Dairy and Food Commissioner, Mayor Parley Sheldon, of Ames, and Dean E. W. Stanton. Music was furnished by Clemmer's orchestra and Miss Niva Nichols assisted the orchestra by singing several selections.

Butter that looks best pays best

No matter how good your butter is to start with, it won't bring the top price unless it looks right. Wrap it in

Paterson Pioneer Parchment Paper



and it will reach the consumers fresh and clean—they are willing to pay more

for its good looks. No other parchment paper equals Paterson Pioneer.

Write for free book, "Better Butter."

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W. F. Drennen & Co. BUTTER

37 South Water St., PHILADELPHIA

FREE BOOK on How To Increase Cream Separator Profits



THIS is the most important and valuable dairy book printed for a long time—and it is absolutely free. It is important because it tells exactly how you are now losing cream and butter money every day by turning the crank of your cream separator at the wrong speed. It is a valuable book because it tells also how you can *save* all this cream and butter money by using the greatest dairy invention of the age—the

Stewart Speed Indicator for Cream Separators

The Stewart Speed Indicator is an instrument to be mounted on the crankshaft of your separator (see illustration). Its dial is marked from 1 to 65, and as you turn the crank, this dial shows exactly how many revolutions per minute you are turning. You can then operate at the precise number of revolutions marked on the crankhandle. If you don't turn the handle correctly, then you are losing butter-fat and money.

Nels Anderson, Wisconsin, Writes:

"I have been using the Stewart Speed Indicator and my separator runs lots better. It skims better than it ever did. If I could not get one like it, I would not sell it for any price. Several of my neighbors have seen it and they think it about the best they have ever seen of its kind."

Tests made at Purdue Experiment Station showed that one dairyman with 20 cows lost \$524.10 in one year by turning his separator crank the wrong speed—he guessed at it. Another dairyman with eight cows writes that he lost \$18.50 in one month by guessing at the speed he turned his separator. No human being can turn the handle of his separator the right number of times unless he has a Stewart Speed Indicator, which shows him exactly the number of turns he is making to the minute.

Fits Any Separator—\$10—30 Days Trial

No matter what make cream separator you own, the Stewart Speed Indicator will fit it. Just tell the name of your separator, its number, and the year it was made. The Stewart Speed Indicator will be furnished on a special shaft for that separator—all for \$10. (If you own a De Laval, then no extra crankshaft is necessary). If it does not increase your cream production, send it back within 30 days and your money will be returned to you. Order from your dealer or direct from us.

Send For This Free Book Today

Fill out and mail the coupon below. Don't be content to let any more good butter-making cream go to the hogs. Get the book and the big eye-opening, money-saving facts—free.

Stewart-Warner Speedometer Corporation,
121 Diversey Blvd., Chicago, Ill.

Please send me, free, all your literature on Cream Production and the books about the Stewart Speed Indicator for Cream Separators.

My name is.....

My address..... State.....

For sale by Agricultural Implement and Hardware dealers all over the world.

At the close of the market, February 25th, the market is strong and the advanced prices firmly held. We quote, fresh solid packed fancy creamery 33c, extra 31c, extra firsts 30c, firsts 28@29c and seconds 25@27c. Ladles, 19@21c as to quality.

Note.

The Philadelphia delegation to the Kansas City convention of the Missouri Egg Dealers' Association, will represent the following houses: Edson Bros., John J. MacDonald, Geo. M. Baer & Co., F. W. Aiken Co., W. R. Brice & Co., Nice & Schreiber Co., P. F. Brown & Co., P. W. Kiefaber & Co., Bickel & Miller, John S. Morris & Co., Beam, Turner Co., Moffit, Wentworth & Co., A. F. Bickley & Son and Isaac W. Davis Co.

N. C. B. A. Convention

The executive committee of the National Creamery Buttermakers Association, composed of J. J. Farrell, president, J. C. Joslin, vice-president, Martin H. Meyer, secretary-treasurer, H. E. Forrester and James Sorenson, held a meeting at Fort Dodge during the Iowa buttermakers' convention and considered the time and place of holding the next convention. These men have been giving the matter considerable thought the past few months, and it was unanimously decided to hold the convention at Mason City, Iowa, the dates to be decided later. It is probable, however, that it will be in the early part of the year.

Notice

All creamery corporations who have not made out their income report and filed it with the district internal revenue collector, had better attend to it at once. Every corporation has to comply with this requirement, and those who have not complied by March 1st will be subject to heavy penalty. If you are in doubt as to the blank in any way we would advise you to consult an attorney and have the report made immediately. Remember, this is not a statistical report for the state dairy commissioner, but a financial report to Uncle Sam.

Ralph Bingham, son of Samuel Bingham, the well known butter man of the New York firm of Geo. M. Rittenhouse & Co., is in the west taking a few weeks' course in practical buttermaking. He is working with C. E. Brant, of Fairbank, Iowa. Mr. Bingham is educated for a construction engineer. He wants to know something of buttermaking so has come west to get first-hand practical experience.

The new creamery at Dougherty, Iowa, is completed and in operation. Mr. Fiete is the buttermaker. There are 78 stockholders.

On account of poor health, A. E. Howey, for a number of years buttermaker at Jesup, Iowa, has retired and gone on a farm.

A report is afloat that government inspectors found boric acid in a shipment of foreign butter recently.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and **The Creamery Journal** one year, both for \$2.00.

PHILADELPHIA.

Supply of Fancy Butter Far Below Demand—Tone Strengthened.

[By The Creamery Journal Staff Correspondent.]

A succession of heavy snow storms, together with the continuance of the cold wave, has seriously affected our butter market, as with the transportation blocked the shipments have come forward so slowly and so irregularly that the receipts have been distinctly light. The offerings of strictly fancy fresh creamery falling so far short of the present requirements, receivers have frequently been forced to piece out their orders with extra and this has not been easy, as the buyers generally have been so critical that they would not accept the selections unless they had personally inspected them, as some of the best brands showed frost. As operators were obliged to pay the top figures to get the goods they had no disposition to take more than enough

to supply their actual wants; however, their needs were sufficient to keep the light arrivals of the fine grades well cleaned up. The next best grades of fresh have been having fair sale, but seconds were dull and neglected, coming as they did in competition with held goods which were available at relatively cheap prices.

The holders of storage butter had hoped that with the scarcity and advance of fresh goods, their stock would have a better showing and the withdrawals be increased. In this they were disappointed and they are pressing them for sale and asking for bids, many being willing to accept a reasonable loss.

Factory butter has been very slow, especially the current make. A number of ladle dealers having considerable June stock are using their holdings and accepting losses.

Packing stock is offered more freely and is of lower value. No. 1 selling at 18c, No. 2 16c, and No. 3 14@15c.

Iowa-Michigan Prize-Winners Users of *Chr. Hansen's Butter Color* *and Lactic Ferment Culture*

Iowa Buttermakers' Association Ft. Dodge, 1914.

First prize score 95.09, eight months' average, H. S. cream, won by F. D. Warner, Northwood, using Chr. Hansen's Butter Color. The color of quality.

Michigan Buttermakers' Association Grand Rapids, 1914.

First prize score 96, won by Edward Winters, Mt. Clemmens, using Chr. Hansen's Lactic Ferment Culture.

It pays to use both Chr. Hansen's Danish butter color as well as Chr. Hansen's Lactic Ferment Culture. Both are known to be of the highest quality, and produce in butter the highest flavor and greatest keeping quality.

CHR. HANSEN'S LABORATORY **LITTLE FALLS, N. Y.**

Wisconsin Convention Butter

REFLECTOR OF QUALITY

The creamery industry of Wisconsin was represented at the state convention by 173 tubs of butter. This was a large exhibit and furnished material worthy of thoughtful consideration by every dairyman of the state.

The entire creamery section of the state was represented with a sufficient amount of butter to make it possible for each county to ask the question, "Is our butter worthy of the name 'Made in Wisconsin?'" The analysis made for each of the 10 districts shows to what extent the scoring exhibitions conducted by the college of agriculture have influenced the quality of Wisconsin butter. The scores received by several of the men could be compared with previous exhibitions and each step pointed out in order that others might do the same thing. The following statement was made by a creameryman who received the highest score in a district: "This is beyond expectation. We have worked hard since the first tub was sent to Madison. This victory will mean a great deal to our factory and community. There will be a more united effort for clean flavored cream."

Convention Marks Time.

A large number of the men in attendance at this convention could not help but return home with new ideas as to the part they must play in the future quality of the creamery butter. The farmers alone should not receive the burden of blame for low quality butter. The factory own-

er or company can set its own standard for the present but it should not be done without due consideration for the future.

The foreign butter was an object lesson to everyone. One lot illustrated what clean, sanitary raw material will accomplish regardless of where it is made. The largest distributors of food products in this country sent representatives to Madison for the purpose of getting a line on the present situation. Their identity was known to but a few. The makers of "good butter" have nothing to fear.

Buttermakers Did Fine Work.

The workmanship of this lot of butter reflects credit on the factory operators. As a rule the butter was well packed and indicated neatness. Only 15 per cent of the butter received a slight cut due to overworking. There were 25, or 14 per cent, of the exhibits cut in color—mainly due to overworking butter that was too firm. Very few were sufficiently defective in color to lower their actual market value. Less than 9 per cent of the butter received a slight cut due to oversalting.

The butter that was defective in workmanship did not come from any one section of the state. District No. 3 made the best record. Only two tubs out of 19 received a cut in workmanship. The man who made the butter that was cut in body has previously made butter that was overworked. This was also true of the man who made the butter that was mottled.

In District No. 4 two tubs out of 16 were cut in body and six in color.

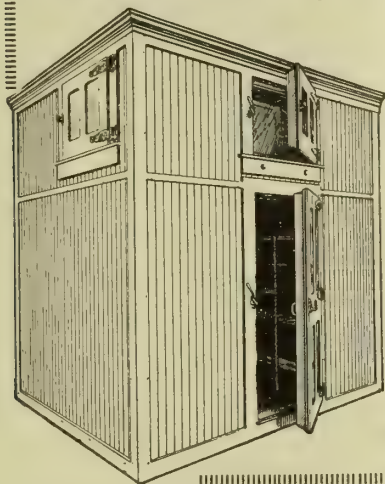
There were 163 men who reported the kind of raw material used. In the milk class there were 26 tubs, or 16 per cent, of all the butter, with an average score of 93. Some 73 per cent of the butter scored 93 or higher. In the milk and cream class there were 26 exhibits, or 16 per cent, with an average score of 93.1. Out of this number 73 per cent scored 93 and higher. In the cream class there were 111 tubs with an average score of 91.6. Only 25 tubs, or 22.5 per cent, scored 93 and higher.

District No. 1, comprising the six counties, Milwaukee, Racine, Kenosha, Walworth, Rock and Green, furnished nine exhibits with an average score of 93.35, with 66 per cent of the butter scoring 93 and higher. The men who made the butter that scored below 93 had never taken part in the exhibition work, besides making the butter from farm skimmed cream. The four exhibits that scored 94 and higher were made in factories receiving whole-milk.

District No. 2, Jefferson, Waukesha, Washington and Ozaukee counties, furnished 17 exhibits with average score of 94.08. All but two of the exhibits scored 93 and higher. Only one tub of butter in this district was made from gathered cream with a score of 93.33. Two men did not report, while the other 14 made butter in factories receiving both milk and cream or milk only. In fact, over one-fourth of the whole-milk butter entered at the convention came from this district. Nine exhibits scored 94.50 or higher. All were made by men who have been regular exhibitors during the past season or prior to May of this year.

District No. 3, Dane, Columbia and

SANITARY and EFFICIENT McCray Refrigerators



meet the most exacting requirements and save money for the dairyman.

The McCray patented system of dry, cold air circulation holds every portion of the interior at a constant low temperature.

The McCray is the Standard

for superior quality of finish and efficiency and for getting the most satisfaction from the least ice.

All styles—for Dairies and Residences. Send for the Catalog you would like:

No. 50—For Dairies, Creameries, Institutions, etc.

No. 91—Regular sizes for Residences.

McCray Refrigerator Company
663 Lake Street KENDALLVILLE, IND.

CHICAGO: 158 North Wabash Avenue
NEW YORK: McCray Building, 7-9 West 30th Street
Branches in All Principal Cities

Dodge counties, furnished 19 exhibits with an average score of 92.35. Three tubs were made by men operating whole-milk factories. These three men had never taken part in the exhibition work which in part accounts for only one of the exhibits scoring over 94. The average score for the three was 93. In this district the highest scoring tub and the only one that passed the 95 mark was made by a regular scoring exhibition man. Forty-two per cent of the butter was made from farm skimmed cream. Only two of these tubs scored over 92, the highest being 92.50. This tub was made by one of the regular exhibition men.

District No. 4 comprises the southwest corner of the state. The average score on the 16 exhibits was 92.16 with 44 per cent of the butter scoring 93 and higher. The five highest scoring exhibits were made by exhibition men. Seventy-five per cent of the butter and the three highest scoring lots were made from farm skimmed cream. Seven of the tubs scored under 91. Six of these were gathered cream butter.

District No. 5, comprising eight counties located in the west central part of the state, furnished 27 exhibits with an average score of 91.87. Twenty-five per cent of the butter scored 93 and higher. An exhibition man furnished the highest scoring tub. It was made from farm skimmed cream. The man that made this butter has carried on a systematic campaign for better cream. The dairy department of the college of agriculture has furnished this factory with suggestions for the improvement of the butter. These were printed by the local paper. Ninety per cent of the butter in this district was made from nothing but farm skimmed cream.

District No. 6 comprises the four counties of Clark, Wood, Marathon and Portage. An average score of 91.38 was

placed on the 13 exhibits from this district. Only two of these reached a score of 93 in quality. Both were made from gathered cream by regular exhibition men.

District No. 7 comprises the seven counties located immediately west of Lake Winnebago. The 19 exhibits received an average of 91.32. Four, or 21 per cent, scored 93 to 93.83. Three of the four highest scoring tubs were made by men that have been scoring at the exhibition. Eighty-four per cent of all the butter from these seven counties represented farm skimmed cream.

District No. 8, comprising the Lake Shore district north of Ozaukee county and including Fond du Lac and Brown coun-

ties, had 15 exhibits that received an average score of 92.25. Forty-seven per cent scored 93 and higher. The three highest scoring exhibits were made by scoring exhibition men.

District No. 9 represents the northeast dairy section of Wisconsin. The 20 exhibits received a score of 92.04. This was the only territory outside of that portion of the state located south and east of a line drawn from Green Bay to the southwest corner that made butter with an average score of 92 or higher.

A St. Croix county man made the butter that scored the highest at the convention. The maker, a regular exhibition man, has long been known as the operator of a factory making high quality butter. He used in the making of this tub 7,500 pounds of milk and 850 pounds of cream, all two days old. The milk was heated before skimming to 140 degrees and the cream to 70 degrees Fahrenheit. Thirty gallons of starter was added and two hours later the cream was cooled to 57 degrees and held another three hours before churning.

Twenty-five per cent of the butter from this territory scored 93 and higher, with 75 per cent made in factories receiving nothing but farm skimmed cream.

District No. 10 comprises the northern portion of the state. The men located in this territory do not have the advantage of raw material found in the older and more developed regions. The 16 exhibits received an average score of 91.58. The three highest scoring tubs were made by men located in the same county. The record made by these men is well known to the readers of the exhibition articles. The factories represent neighboring communities and no doubt each one of the patrons has been taught how to produce clean cream. Each one of these men has demonstrated that good, clean flavored cream can be produced when the farmers understand that tainted cream has no market.—C. E. Lee, in charge Wisconsin State Butter and Cream Scoring Exhibitions.

Artificial Refrigeration

W. H. CHAPMAN at Fort Dodge Convention

We have used natural ice in our creamery work for so long a time that is it a wonder the artificial way is gaining ground as fast as it is, when its cost is almost always greater than natural ice.

After having the experience of having charge of three different creameries while artificial refrigerating plants were being installed, I feel that my experience along this line has been somewhat more than the average buttermaker.

It is surprising how little some of us really know about ordinary creamery machinery and when it comes to the purchasing and installing of an ice machine we are still less informed as to what is best suited to our particular circumstances. This one fact of not knowing what we really need in our plant has caused many creameries to spend from \$1,000 to \$3,000 for ice machines only to find that they are not of the right size or are not properly installed to do the work they expected.

If you are planning on changing from natural to artificial refrigeration, you will be money and time ahead if you will visit several creameries where such plants are in operation and spend several days watching them do the work and talking with the men who are running them. You can't get too wise before you buy one for yourself.

When we are equipping a creamery with the ordinary machinery we do not put more than a few hundred dollars at the most into any one piece of machinery and if we happen to get a churn or a vat that is not large enough it is not much extra expense to change and get one of the right size. With artificial refrigeration it is entirely different and when at the end of a season we find that it is not large enough or is not properly installed to handle the work economically we are surprised to find that to make the necessary changes will cost nearly as much as the first cost. Every revolution of the compressor costs a definite amount and if we are compelled to run it several hours each day more than we had figured, it will cost considerably more than our estimates were.

If we are building a new plant the difference in cost of natural and artificial refrigeration will not be as much in favor of natural ice as when we try to remodel an old building that is not well suited to such conditions. If our creameries were located in the business part of a town where they should be, the ground needed for an ice house would be more valuable and this would add somewhat to the first cost of that method. There are some creameries so located that it is necessary to ship their

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irrving National Exchange Bank; Dunn & Bradstreet.

ice considerable distances and if they are fortunate enough to have plenty of cheap power, it might be fully as cheap to put in an artificial plant as it would be to store natural ice. However, we must not stop at cost in all cases and particularly so when we are manufacturing human food that is to be consumed in its ratio state.

The sanitary conditions under which we handle dairy products are receiving more attention than ever before and in order to meet the requirements of modern sanitation, it is necessary for us to use the most modern methods under which we can profitably operate our creameries.

Although there are two distinct types of artificial refrigeration the compression system is the only one that is suited to the requirements of our local creameries. The compression system has four separate parts—first, expansion; second, compression; third, condenser or liquifier; fourth, liquid receiver. Beginning at the expansion and continuing to the compressor is what is known as the low pressure side and the rest is all under high pressure. At the expansion valve the ammonia passes from high to low pressure in a very fine spray and immediately changes from a liquid to a vapor and it also becomes very cold due to this change. This change of temperature is called the latent heat of evaporation, and it requires 510 pounds of ammonia to be evaporated in this way in order to produce one ton of refrigeration. When this amount is expanded into a gas at 0 degree Fahrenheit, it will require a space of 4,650 cubic feet, and from these facts we are able to find how large a compressor will be required to produce a ton of refrigeration. However, there are some losses due to radiation and the heating of the gas while being compressed that must be considered when we are figuring the capacity of a machine and for ordinary work it is considered that 7,500 cubic inches of gas per minute must be pumped to equal one ton of refrigeration.

All ice machines are rated on 24 hours' continual running. The above figures are based on 15 pounds gauge pressure and cooling water at 70 degrees Fahrenheit. At this gauge pressure you will be able to maintain a temperature of about 10 degrees above zero, and if you are using colder temperatures than this, the compressor will not do as much work. In calculating the size of a compressor you must use the lowest temperature that is to be maintained as this is the one that governs the amount of back pressure that it will be able to carry. If you wish to cool a room to zero, it will be necessary to keep the low pressure around 10 pounds and if you are not required to hold the cooling room below 32 degrees, you can have as high as 40 pounds back pressure. With a zero room the compressor will handle only half as much work as when you are only holding it at 32 degrees. Thus it will be seen that if we wish to hold our cooling room at 0 degree, it will require about twice as large a compressor as when we are only holding it at 32 degrees above zero.

After the gas has passed through the expansion coils, it is pumped through the compressor and into the condensers where it is cooled and again becomes a liquid and is stored in the liquid receiver to be used over and over again.

In connection with the compressor there are a few things that should be carefully watched, the cylinder clearance and the stuffing box. A leaking stuffing box cannot be neglected; it always makes itself felt and smelt. In case of the clearance, it is very easy matter to adjust it in a single acting machine but with a double acting

machine, it is impossible to change it any. The clearance should be as little as possible and have the compressor run quietly. If the bearings are in good shape it may be as small as one-sixty-fourth of an inch and then there will not be any waste of power. The cooling of the cylinders should also be carefully looked after, as this is a source of a great amount of loss even in the best types of compressors. Good authorities claim that a loss of from 10 to 20 per cent is due to the heating of the gas while being compressed so we should not neglect this important point.

The oil trap is another source of annoyance if not located in a convenient place. It should be cleaned out at regular inter-

vals, and not allowed to fill up and pass oil over into the condensers, as this may cause serious trouble in the expansion coils.

In some parts of the state, we find water that is rather warm and this is a cause that will make some difference in the amount of power it will require to operate the compressor. The liquid ammonia should also be kept as cool as possible until it is delivered to the expansion valve as every degree its temperature is raised is just so much loss of energy. The location of the brine tank in the cooling room is also quite important at it will determine the dryness of the room. My experience has been that the best place for it is at the end of the

(Continued on page 15.)



Three Great Dairy States

The almost unbroken record of THE SALT THAT'S ALL SALT is further maintained by Iowa, Michigan and Wisconsin.

At the annual Buttermakers' Convention held in these three states in February of this year, all first honors go to buttermakers who used Diamond Crystal.

IOWA BUTTERMAKERS

J. J. Brunner, Strawberry Point.....96½

EDUCATIONAL SCORING CONTEST

T. E. Sadler, Oelwein.....97

F. D. Warren, Northwood, G. C.....95.09

MICHIGAN BUTTERMAKERS

Edward Winters, Mt. Clemens.....96

J. L. Bosworth, Litchfield, G. C.....94

WISCONSIN BUTTERMAKERS

John E. Mattson, St. Croix Falls.....96.16

SIX FIRST DISTRICT PRIZES OUT OF TEN

Harry D. Nichols, Elkhorn, 1st District.....94.83

O. A. Krueger, Albion, 3d District.....94.66

C. A. Nurell, Soldiers Grove, 4th District.....95.33

Q. Moersch, Peebles, 8th District.....95

Cle Esker, Dallas, 9th District.....94.83

Carl Jorgensen, Rose Lawn, 10th District....94

That these high grade buttermakers prefer Diamond Crystal and used it in their exhibits is the strongest recommendation as to its good quality. Moreover they use it every day in the year, because they are good buttermakers and appreciate its quality and flaky grain.

Diamond Crystal Salt Co.

ST. CLAIR, MICH.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, MARCH 1, 1914.

CONVENTION IMPRESSIONS.

Now that the convention season is over, we are tempted to look back over the various meetings of buttermakers and ask "What have we profited?" Surely conventions are for a purpose, and that purpose, according to the constitution of every association, is for the betterment of the trade, for the improvement of quality and conditions.

In the first place men profit by intermingling with other men. They profit by a couple of days' vacation from their daily work—a relaxation from routine. This is a very important benefit and is not appreciated as it should be. It is like turning a horse out to pasture after standing in the barn for several days. The mind needs exercise as well as the body, and the convention offers the best mind exercise we know of. We have attended the various meetings in the central states and at every place we found a good crowd, full of enthusiasm and optimism. So we believe this season's conventions will prove a material impetus for the coming year.

But what has been accomplished in an educational way? Are our buttermakers any better equipped with knowledge which will enable them to do better and more efficient work? Yes, we believe a great many are. Of course, there are always those who attend conventions only for a good time, but as a rule the sessions were well attended and the discussions reflected interest in the subjects. The programs were full of interesting and valuable subjects and were discussed by able men, and we believe the suggestions fell on fertile soil.

Ever since we have been attending conventions the question of quality has held a prominent place on the platform, but nothing has ever resulted except a few resolutions which passed into oblivion as soon as read. But conditions the past few months have turned a new light on this matter of quality, and there was a new ring of interest in this year's discussions. Creamerymen all over the country have learned an expensive lesson, and now there is a determination to let the other fellow have the poor cream.

We are just stepping into the era of cream grading, and at all conventions the voluntary sentiments were for grading. Already many creameries have adopted the system and it's going to spread like wild-fire. We are now at the point where we must grade and pay for quality or go out of business. We are now at the point where the farmer who will not take care of his cream is going to lose money. With a difference of from 3 to 10c between the quotations of extras and firsts, the way is clear and there is no alternative. All systems of creamery operation are affected the same.

On another page we are publishing a circular sent out by an Iowa creamery which shows very plainly what Iowa is going to do. These people are among the first to take the initiative step and soon all will follow.

We urge creamerymen everywhere who have not yet outlined their grading system to go over this one and adjust it to suit local conditions. The first step is the hardest, but if you come out flatly as these people have done you will be surprised at the co-operation with which you will meet.

This is the convention impression of most importance, and it means that by April 1st cream grading will have been generally adopted.



N. C. B. A. CONVENTION..

It seems like old times to hear the national convention discussed so soon after the last meeting, but things are doing around national headquarters. At the Fort Dodge convention the executive committee of the national organization held a meeting and decided to hold the next convention of the National Creamery Buttermakers' Association at Mason City, Iowa. The dates are not yet decided.

It was the majority sentiment at the last convention to hold the next meeting "in the field" some place, so the committee have been looking over the field. A few cities displayed keen interest in the meeting and went after it strong. Mason City created real interest when it offered \$1,000 and a bundle of other things in the way of accommodations, entertainment, etc. They invited the committee to "lunch" in their Commercial Club rooms and while there they turned water into wine and the matter was soon settled.

Now that it is settled, let everybody be a booster. Let's make the next national convention shake the earth as it did in the olden days. Let's put Mason City to the test. She promised with uplifted hand to provide not only ample, but luxurious accommodations, and we have faith in her promise.

In Midwinter Butter Commands Highest Prices

—That is, if it is colored with

DANDELION BRAND BUTTER COLOR

The next time you drive to town, buy a bottle. It will enable you to get the top notch price for your butter.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand
The color with



Butter Color
the golden shade

Artificial Refrigeration

(Continued from page 13.)

room and a well insulated partition separating it from the rest of the cooler.

For most creameries where nothing but the refrigerator is cooled and a small amount of brine is needed to finish cooling the cream, I think that direct expansion coils placed in the brine tank are as good as any other arrangement, and is much cheaper than a separate brine cooler.

The less difference there is between the suction and the condensing pressure, the more economically the plant can be operated. The only limit to the suction is the temperature at which you are holding your coldest room or brine and the limit to the condenser pressure is the amount and temperature of your cooling water.

Don't forget to have all valves on the high pressure side open before starting the compressor.

Don't pump a vacuum on any part of the system unless it is necessary.

Last but by no means least, don't sign a contract for a refrigerating plant without stating the amount of work it will do in a given time. Specify the number of pounds of cream it is to cool and how many degrees it is to be cooled. At what temperature the cooling room is to be kept, and if the insulation is included, state at what temperature it will hold over night.

If we depend on a cheaper refrigeration of our creameries, the artificial method will not come into general use over the state, but if we endeavor to make a more sanitary product and perhaps a better quality, it will only be a short time until we are remodeling our old plants for more up-to-date equipments.

Cream Grading Starts In Iowa

AN EXAMPLE WORTH FOLLOWING

To All Cream Producers:

In years past butter was butter, no matter what grade of quality, all had to be bought at the same price; cream regardless of the quality had to sell for the same price.

That day is past. Quality, today, in both butter and cream counts. Choice butter and cream are worth today on the market from 5 to 7c more than second or third grades.

To get the best prices we must have choice butter, and second grade sells at 3 to 7c lower, and third grade lower yet.

People are willing to pay the high price if the cream or butter is choice. We, as well as you, have to meet the demand and present conditions or fall into second or third place.

A grade of prices is absolutely necessary. To get the highest we must produce the best. In which class do you want to be?

As makers of butter, we must meet the conditions. We have decided to meet them. Will you help?

On and after April 1, 1914, we will buy cream according to grade and pay for cream according to grade. Would prefer to buy only the choice kind at the highest price.

For choice, or first grade, delivered we will pay New York prices for "extra first." Second grade will be 3c below choice grade, and grades below that, 5c below choice grade. See that your cows are properly cared for; your milking done with care and cleanliness and your cream when skimmed

is well cooled before placing in the cans. By doing these things you will get the best prices and double price for the extra work in doing so. In which class will you be? At these prices no butter-milk will be returned to the producer. Where we are hauling cream we will charge cost of hauling.

No. 1 cream consists of cream sweet, or nearly so, and of good flavor, for which we will pay New York quotations for extra first creamery, delivered to our factory.

No. 2 cream, sour and not clean in flavor, we pay 3c less than for No. 1 cream.

No. 3 cream, sour and bad flavor, we pay 5c less than for No. 1 cream.

You can all have good cream if you will take care of it, and if you will follow these suggestions you will not have much trouble in producing good cream.

The animal heat must be thoroughly driven out of the cream immediately after having been separated. This is best done by setting the can in cold water and stirring frequently until the temperature of the cream has reached 56 degrees. Never mix two skimmings together until both are thoroughly cold.

The most convenient and least expensive arrangement for cooling cream and keeping it cool is to place a small tank between the pump and stock tank. Pump all the water that is used on the farm into the small tank which is arranged with an overflow pipe leading to the stock tank. Build shade enough over the tank with the cans

FOR SALE

On Account of Ill Health

Splendidly Equipped Plant

And Established Creamery,
Egg, Ice and Poultry Business

in the Northwest in one of the best dairy and egg producing sections. **Sales Last Year \$100,000.** Within easy reach of five of the largest coast markets. Finest proposition. Will bear close investigation. Address letter

A.A. Care of The Creamery Journal

Kurrent Komment

By KEWPIE

We are living in a rapidly developing world. And the responsibilities of the buttermaker are developing just as rapidly. Along about the time Charley Cole was in his prime, our buttermakers only had to know how to skim sweet milk and throw the lever of a churn. They paid little attention to theory because there was not much theory those days. Along with the progress of dairying, the qualifications of a good buttermaker have increased and today they are really becoming complicated. He must be a mechanic and a bookkeeper; a college graduate and an engineer; a practical farmer and an organizer; a manager and a worker; a bacteriologist and a psychologist, and a lot of other things I can't think of. But when they are now asking him to become a laundryman, I don't blame the boys for wondering what next will befall them.

To those who feel the buttermaker hasn't enough duties connected with successful creamery operations to occupy his time and make him earn his money, I might suggest that it would be a good thing to add a bakery. It would be very convenient to put in a huge oven when the boiler is bricked in. The dough could be mixed in the churn.

The idea at first thought, seems to be good. If the buttermaker is big enough to manage a creamery, test 75 to 400 samples of cream everyday, attend to his machinery, keep his refrigerator full of ice and several other creamery operations, get out and mix with the farmers, handle and ship eggs, wash dirty clothes, etc., he is big enough to make the bread for the community. Certainly there is a wonderful field for an up-to-date buttermaker and a modern co-operative creamery. Prof. Farrington said at Madison last week that the laundry was 'ell on a creamery. I think so too.

It's too late now, but the committees at these various conventions should have passed resolutions censuring in no humble manner the hotel managers who "hold up" convention visitors. Especially in the hotels under the charge of resident managers is it aggravating because cases have been known where the "extra charge" abstracted from the visitors was split among three or four of the house employees. As it has been, it was a choice of two evils—sleep with someone or pay double.

Report has it that some New Zealand butter was recently found by government inspectors in Seattle, Wash., to contain "dope"—boric acid. That's going to cast suspicion on the Zealanders and it's up to them to find where it was made and to punish the guilty creamery. America has gone through the age of adulteration long ago and we are in no mood just now to tolerate "doped" butter from across the sea.

Herman Ladage, of Plainfield, and W. H. Chapman, of New Hartford, lost their overcoats the last day of the Fort Dodge convention. If these were taken by mistake and the parties see this, it would be Samaritan-like to send back the coats by parcel post. If they were taken intentionally, send them back anyway. Have a heart!

Anton Smith is now in charge of the creamery at Jesup, Iowa. Mr. Smith was formerly at the Jefferson creamery near Oelwein.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizen's Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

in to keep the sun from shining on the cans.

By following these suggestions you will not need to worry as to what class of cream you will produce.

These prices for No. 1 cream will average from 2 to 3c higher than what we have formerly been paying, and farmers will find it to their interest to follow these suggestions and take care of their cream.

These quotations take effect from and after April 1, 1914.

HANSEN PRODUCE CO.
Maquoketa, Iowa.

H. R. Bullis, formerly of Hopkinton, Iowa, is now at Manchester, succeeding W. E. Mittlestadt.

What about that "Iowa" brand of butter? It's a good idea if the requirements are not made prohibitive. If I recall the matter correctly, "Minnesota" brand butter must be from tuberculin tested cows and from milk or cream judged as to its sanitary character by bacteriological tests. So we don't hear much about "Minnesota" brand butter. The Iowa boys can profit by Minnesota's mistakes. There is any amount of fancy butter made in Iowa that would make every cow in the state swell up with pride. We want "Iowa" brand on that. But there is a lot of awfully poor butter made in Iowa, too. Discriminate, but don't get fussy as to the requirements of "Iowa" made butter.

Bowman & Bull Co.

CASH BUYERS—RECEIVERS

136 W. Lake St., Chicago

ALL GRADES BUTTER, EGGS, DRESSED POULTRY

Our proposition will interest you. Write us. :: :: ::

FOUR YEARS OF HIGH SCORES With COLONIAL SALT



**Otisco Co-operative
Creamery Association**
A. J. ANDERSON
BUTTERMAKER

Winner of Two Sweepstakes
Out at Milwaukee in 1910—Score 97
Out at Chicago in 1911—Score 97.5

Otisco, Minn. Jan. 1st 1914

☐ Fancy Creamery Butter
scoring 93 points or better
the year around.

☐ Whole milk plant; cream
all pasturized.

☐ We use 50 gallons of
starter daily.

Mr W. W. Weeks
Mpls Minn

Dear Sir

I will drop you a few lines and tell
you what The Salt Co. is telling
The Buttermakers. They told me
I understand one can load of Salt.
They are telling around that I won both
Gold Medals on Salt which of course
I don't like very well. I will get up and
suear to it I won both of my Gold
Medals on Colonial Salt, and most of
my high scores with Colonial salt. I made
a good job of Butter for American
contest that will score high. I will make a
good job for Milwaukee claimants also. I wish
to call your attention to this. This is important.

Sincerely yours
A. J. Anderson

PARTIAL LIST OF SCORES

	Score, %
1909. National Sweepstakes, Milwaukee.....	97.00
1910. National B. M. Convention.....	95.50
1911. National Sweepstakes, Chicago.....	97.50
1911. B. & C. Convention, Minneapolis.....	96.50
1911. Six Months' Average, Minneapolis.....	94.62
1911. Convention, Mason City, Iowa.....	96.00
1911. Rescored by P. F. Kieffer, N. Y.....	96.00
1913. Northfield Dairymen's Convention.....	94.25
1913. State Fair, Minneapolis.....	94.75
1913. Average Six Months' Contest, Minneapolis.....	94.66
1913. National Convention, Chicago.....	95.66
1913. Average Four-Time Exhibit.....	96.41
1913. State Convention, Minneapolis.....	96.50

Mr. Anderson states: "I used Colonial Salt in all this prize butter, and always used Colonial except in 1912. I can get a better overrun from Colonial Salt than from any other brand of salt. My average overrun in 1913 was 21.98 per cent, and in 1912 it was 18 per cent."

The writer of the above letter has a record of high scores won with Colonial Salt unequaled by any other buttermaker and unrivaled by any other salt.

Let us send you a sample of prize-winning Colonial or Liberty Salt

The Colonial Salt Company

CHICAGO:

431 So. Dearborn St.

AKRON, OHIO

BUFFALO:

D. S. Morgan Bldg.

The Success of True Co-operation

The Farmers' Co-operative Creamery Company, of Monticello, Iowa, is one of the most successful co-operative creameries, not only in Iowa, but in the west. We find from a glance at the recent annual report that they have just closed their 16th year. The formal organization of the creamery was completed in November, 1897, but the buildings were erected subsequent to that date so that no milk was received until the spring of 1898. We quote a paragraph or two from the report of the treasurer, H. M. Carpenter, who is at the head of the Monticello State Bank, who is thoroughly familiar with co-operative movements, appreciates beyond a doubt the advantages of co-operation and has always encouraged this in his community. Among other things he says: "There are very few, if any, co-operative creameries in Iowa—or anywhere else, I believe—that can point to as long and successful a record without internal jangling and bickering. This creamery is remarkable in that, and it is to that, I say again, you should attribute your success, to a very large degree. Co-operative creameries, more, I believe, than any other organization of men, fail because of contention on the inside rather than from opposition on the outside. Like households, and like a great many other things in our daily life, unless there is unanimity of purpose and harmony of action, failure as well as unpleasantness must follow. These harmonious conditions that have brought your success and have brought hundreds of thousands of dollars of increased revenue to the milk producers of this vicinity and, in-

deed, indirectly large additional sums to those who are not milk producers, are attributable very largely to the fidelity, good sense, even temper and high reputation of those who have been your directors over these sixteen years of business. In this connection, too, let me point out that results so creditable have been to almost as great a degree attributable to the good men you have had in charge of the executive work in the creamery itself. I refer to the so-called creameryman. A careless, a tricky or a dishonest man in charge of the receipts of milk and cream and its manufacture will very soon sow seeds of discord and distrust that will wreck the best creamery that was ever organized. You have been more than fortunate in this regard. Your men—without exception, I believe, have been the reverse of what I have said. All have been able, competent and have had the confidence of the patrons generally. This is very especially true of the man who has been in charge for the past several years, and the business has increased so much and in consequence the opportunity for criticism and trial materially added to."

In commenting on the business done this past year, an increase of 10 per cent was shown. On the matter of prices, Mr. Carpenter said: "It has been a year of very high prices for dairy products, and we are all of us, regardless of whether we are milk producers or not, glad of these conditions. It is perhaps not out of place, however, for me to say that in all likelihood the year or years to come will show some reduction in the prices that have existed in the past year or so. While none of us would like to see a falling off in the value, still we must recognize that it is likely to

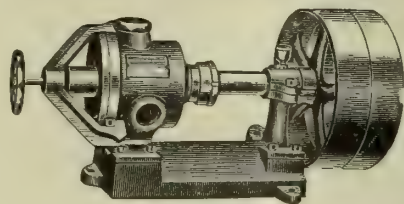
come, prepare ourselves for it and not complain if it does come. There is room for a lessening, I believe. At any rate, you will all agree that no country, no state or no community makes as straight, sure and steady progress as that engaged in dairying, and no place has shown better results or more substantial results than Monticello and the surrounding country."

Fred Lehman is the buttermaker and manager of the above mentioned creamery. He has been with the company for eight years and has just made arrangements for another 12 months' service. Commenting on the work there he says: "We are not very noisy down here at Monticello, but we can show that we are doing a few dollars' worth of business."

From the secretary's report we find that for the year ending December 31, 1913, they received 203,667 pounds of milk, 1,707,376 pounds of cream. There were 7,854.1 pounds of butter-fat from milk, 381,768.8 pounds of butter-fat from cream—a total butter-fat receipt of 389,622.9 pounds. Of this 711.1 pounds of butter-fat were sold in milk and cream and 388,911.8 pounds made into butter. They shipped out 419,288 1/4 pounds of butter and sold 26,191 3/4 pounds to patrons and 38,568 3/4 pounds to others. The average test of milk was 3.8 per cent and of the cream 22.35 per cent. The overrun was 24.46 per cent and the cost to manufacture butter 1.75c per pound.

This creamery paid an average price the year around for butter-fat of 35.08c. During the year they received \$145,639.64 for butter and paid out \$136,685.05 for butter-fat. The patrons received in cash \$123,353.27, in butter \$8,711.59, in cream \$8.25, in salt \$1,333.80, in oil \$1,396.45, in hauling \$1,544.13 and in sundry articles \$337.56.

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BY The BLACKMER ROTARY CREAMERY PUMP

It handles all liquids, thick, thin, hot or cold and gives good satisfaction.

The Sanitary Pumps have capacity of 8,160, 15,300, 40,800 pounds per hour and have a positive suction lift.

Write your jobber today for a trial.

BLACKMER ROTARY PUMP POWER & MFG. CO.
PETOSKEY, MICHIGAN

During the year \$777.22 was paid for permanent improvements, \$3,102.89 for supplies, \$4,459.75 for labor, \$211.50 for director's salaries, \$390 for electric motor, \$360 for coal, \$44.60 for taxes, \$43.75 for insurance, \$24 for oil and \$295.24 for other purposes. At the beginning of 1914 there were on hand in supplies \$1,064.37. The secretary of the company is O. W. Brazelton.

Mr. Lehman, the buttermaker, has been a subscriber to The Creamery Journal for a good many years. In sending us his report he naturally sends along \$1 for another year's subscription and adds: "I do not want to miss one copy of The Creamery Journal. I need it in my business. It is the best teacher I can have for \$1."

Artificial Refrigeration

The outlook for an ice crop this winter has been none too bright, and those who depend on the natural product for their refrigeration are likely to experience some difficulty in getting enough ice to meet their demands, while prices are almost certain to be well on the upgrade. But why depend on natural ice? The refrigerating plant is available for all purposes of cooling, and, wherever it has been installed, there is a unanimous verdict in its favor as being much more efficient, reliable and considerably less expensive than ice.

It is hard to believe that any one who hopes to build up a bigger and better business should continue to use ice in preference to the mechanical system. It is true that all great reforms come slowly, but it is also true that those first in the game usually derive the greatest benefit.

In every line of business today, where refrigeration is necessary, the mechanical system is surely displacing natural ice as a refrigerant, and those so equipped have a

decided advantage over those who still continue to use the older and more antiquated method. The refrigerating plant has these advantages:

The necessary refrigeration is there when it is wanted; temperatures can be controlled at will; much quicker and more reliable refrigeration can be obtained; there is no worry or annoyance; there is a more dry and sanitary refrigeration, and the monetary saving is considerable.

The mechanical system is undoubtedly far ahead of natural ice in every respect, and those interested would be well advised to inquire more fully into its advantages before enduring longer the uncertain, unsatisfactory and costly results obtained from natural ice refrigeration.

Wisconsin Buttermakers

In closing the affairs of the 13th annual convention of Wisconsin Buttermakers' Association, we beg to say that the pro rata was forwarded from Madison before the week ended. If anyone entitled to such pro rata failed to receive his check, the officers will consider it a favor if the secretary is notified at once.

Those who sent a tub containing more than 20 pounds will receive an extra check to pay for the excess butter. Several of the members sent packages containing less than 20 pounds. In such cases the treasurer was instructed to deduct at the rate of 27c per pound for such shortage from the pro rata, as the buttermakers were supposed to contribute 20 pounds for the good of the order.

The state prizes and the district prizes were sent out by express to the various winners. If for any reason those entitled to prizes have failed to receive their packages, we will likewise deem it a favor to

be notified to that effect so that we can follow up the matter.

At the time of the butter exhibition on Thursday, one of the members lost a pocket knife in the exhibition hall. His name and address are on the same. The intrinsic value of this knife may not be very much but as it is a souvenir of many years standing and the owner will be very grateful if the finder will kindly notify the secretary regarding the matter. We know the buttermaker will greatly appreciate having the knife returned.

Somehow or other, in making up the list of scores, that of Hugo Bartell, Peebles, Wis., was omitted. His score was 93.66, a complimentary score.

It gives the secretary a great deal of pleasure to inform the members that the butter sold for a very good price, 27c, and it also gives us pleasure to announce that the firm, Coyne Brothers, of Chicago, who purchased the same were very prompt in remitting for the butter. The butter was shipped on Saturday, the 7th, and arrived in Chicago Monday. Tuesday morning a check arrived at Madison for the full amount, our weights being accepted without hesitancy. This certainly is a source of a great deal of satisfaction to the officers of the association. Such promptness in remitting certainly speaks well for Coyne Brothers.—G. H. Benkendorf, secretary.

Michigan Convention Scores

The following are the scores placed on the butter and cheese exhibit entered in the State Dairy and Food Department Educational scoring and the Michigan State Dairymen's Association, jointly. H. D. Wendt in charge of the dairy educational division of the Michigan State Dairy and Food Department, and Thomas Corneilusen, assistant in dairy manufacturing investigation in the dairy division Bureau of Animal Industry, United States Department of Agriculture, Washington, D. C., acted as judges:

Whole-Milk Class.		Score
Edward Winters, Mt. Clemens.....	96	
John Vugteven, New Erie.....	95½	
E. J. Schwanbeck, Utica.....	95	
H. T. Chandler, Grant, R. F. D. No. 3.....	94½	
Overton Creamery Co., Allegan.....	93½	
Walter Roeder, Monroe.....	93	
W. T. Conway, Troy Center, Wis.....	93	
Jesse W. Cobb, Lawrence.....	92½	
Palmer Butter Co., Parma.....	92½	
John P. Neidema, Allendale.....	92½	
Henry Decker, Holton.....	92	
L. A. Duell, Elsie.....	92	
O. A. Yokom, Thompson, Ohio.....	92	
P. Van Allsberg, Coopersville.....	91	
L. J. Hinken, Coopersville.....	91	
Chas. Bosch, Hudsonville.....	91	
Arend Meyer, Moline.....	91	
Garrett Meyer, Hamilton.....	91	
John Ebmeyer, Dorr.....	90½	
Jesse Norgaard, Allegan.....	90	
Christ Leibum, Orleans.....	90	
Frank B. Strick, Byron Center.....	90	

Hand Separator Class.		Score
J. L. Bosworth, Litchfield.....	94	
W. C. Hopkins, Alto.....	93½	
Clare & Baker, Caledonia.....	92	
C. N. Hubbard, Middleville.....	92	
I. G. Miller, Clarksville.....	92	
H. J. Stickley, Grant.....	92	
H. H. Blaine, Blissfield.....	92	
Breckenridge Cream Co., Breckenridge.....	91½	
John E. Ross, Brown City.....	91½	
C. W. Pelton, Cedar Springs.....	91½	
Dick Draft, Rothburg.....	91½	
D. A. Spencer, Bloomingdale.....	91½	
E. D. Harlow, Burlington.....	91½	
C. R. Plumley, Vassar.....	91	
Gar H. Glasser, Perry.....	91	
Manchester Creamery Co., Manchester.....	91	
Red Star Cream Co., Marlette.....	91	
Arthur Gingell, Climax.....	91	
Clyde King, Concord.....	91	
Mt. Calm Creamery Co., Greenville.....	91	
Wm. J. Rodenkisler, Lapeer.....	91	

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal



The cream and butter storage rooms in this modern creamery are insulated with Nonpareil Corkboard. Owned by R. M. Darlington, Pomeroy, Pa.

Nonpareil Corkboard is being used today in more than 500 large dairies, creameries and ice cream plants; also in hundreds of cold storage warehouses, packing plants, breweries, ice plants, etc. It will save ice for you and insure your having a thoroughly sanitary, hygienic storage room. It won't rot, mold or give off bad odors.

It won't place you under any obligation to get the blue print.

Armstrong Cork & Insulation Co., 116 24th Street Pittsburgh, Pa.

Branches all over the United States and Canada

Blue Print of Cold Storage Room Free

We have designed a small cold storage room, 8 ft. x 10 ft. x 7 ft. high, especially for dairies and creameries. The plan provides for an ice bunker in one side, a concrete floor, and insulation (to keep the cold in) consisting of one layer of 3-inch

Nonpareil Corkboard

plastered with Portland Cement.

Any intelligent carpenter can build this room for you from the blue print. When you place your order for the corkboard, special directions for installing it will be sent without extra charge.

Write today for the blue print and booklet about Nonpareil Corkboard. Both are free. Summer is coming. You'll need that room soon. So write now.

John A. McDonald, Hemlock.....	91
H. C. Whitney, Galesburg.....	90½
B. C. Martin, Whitecloud.....	90½
E. A. Simons, Cedar Springs.....	90½
Frank Withey, Emley City.....	90
B. C. Jochumson, Bark River.....	90
J. C. Whitney, North Branch.....	90
J. P. Neilson, Pigeon.....	90
R. G. Walker, Dowagiac.....	90
L. C. Miller, Colon.....	90
Bess Brothers, Iron Mountain.....	90
Lewis Werhle, Marshall.....	90
F. H. Parmeter, Morrice.....	90
H. H. Bogeman, Freeland.....	90
D. P. Barton, Saranac.....	90
Gera Creamery Co., Gera.....	90

Sand Lake Creamery Co., Sand Lake.....	90
F. C. Palmer, Sparta.....	90
Emer Creamery Co., Devereaux.....	90
Cheese Scores.	

Gar H. Glasser, Perry.....	96
Max C. Rogner, Gera.....	95
Roy Wilkinson, Elm Hall.....	94
C. E. Reist, Maple Rapids.....	94
H. P. Fitzpatrick, Middleville.....	93
B. R. Snow, Fenwick.....	91½
John J. Eccles, Clifford.....	90½
Kent City Cheese Co., Kent City.....	91

Dairy Butter.	
W. H. Oliver, R. F. D. 14, Grand Rapids.....	91
Mrs. T. L. Cornell, Cedar Springs, R. F. D. 33.....	91

Only those whose scores are 90 or above appear.

Also a corresponding lower temperature.

The degree of hardness of the fat in the cream is the governing factor in deciding the churning temperature. The churning temperature will vary a great deal in different localities. The hardness of the fat depends upon, (1) the season of the year; (2) the individuality of the cow; (3) the stage of lactation period; (4) the kind of food fed to the cows. All these factors influence the melting point of butter-fat. The higher the melting point of butter-fat the higher the churning temperature must be, and the lower the melting point of the fat the lower the churning temperature.

Cottonseed tends toward a very hard, tal-lowy, white butter, and harder churning. If we could dictate to the producer what to feed, we might remedy this to some extent, but as we cannot, it is up to us as butter-makers to watch temperatures and test.

We must know just how much fat we are putting into the churn, know its temperature, also the temperature of the butter-milk and wash water. By knowing these and testing the butter, we can tell which way to run the temperature up or down. The temperature should be such that a churning can be completed in from 30 to 45 minutes, or not more than one hour.

The amount of cream in the churn makes considerable difference also. If only a small churning is being made, a lower temperature must be used, for there is so much more agitation produced than when the churn is full.

The temperature must be higher when the cream is very thick, or it will adhere to the churn and roll over with it and not be churned at all. Very thin cream churns slowly.

The temperature of the wash water

Factors Influencing Overrun

By L. P. THOMAS

Let us first see just what overrun really is. It is the difference between the amount of butter-fat and the amount of butter made from that fat.

This overrun is composed of moisture, salt, curd and solid matter, or ash. The first three are the ones we must try to control. That last, ash, is nearly constant.

We must try to get rid of all the curd we can, for it is very injurious to the butter, as it is a good medium for the growth of bacteria. Thorough washing will generally accomplish this.

Salt should depend on the market, almost entirely. It will vary from 2 to 4 per cent.

Moisture is the greatest factor influencing overrun. How are we to get the maximum amount, and still keep within the bounds of the law?

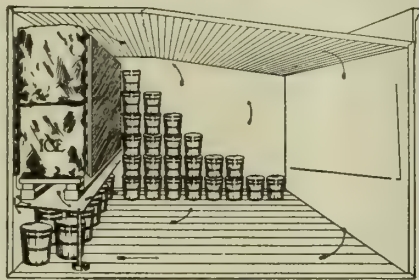
The amount of overrun depends on: first, thoroughness of skimming; second, completeness of churning; third, general losses

in the creamery; fourth, composition of the butter manufactured.

The first, thoroughness of skimming, will not bother most of us, as the whole-milk we get is not used for churning.

In the second, completeness of churning, we must have the cream ripened to the proper degree of acidity. The degree of acidity depends on the thickness or, rather, richness of the cream. That also involves starters, which is out of my subject. We will assume that the cream is 35 per cent, ripened to .5 of 1 per cent, acidity, and temperature 62 degrees Fahrenheit. It must be churned till the butter is of a flaky, granular appearance. When churned enough, the butter will stand well up in the butter-milk. The butter-milk should be of a bluish color.

Sixty-two degrees Fahrenheit cannot always be used, however, for at times of the year when the cows are nearly dry, the fat is much harder. The fat globules are harder, thus a higher temperature must be used.

NORTHEY COOLERS**"The Cooler With the Hump" For Dairy Use**Floor in Our Cooling Room is Filled With Water Proof Cork
Buy Your Cooler in Sections—You May Wish to Move It Any Time

Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints, Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue.

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
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W. I. Young & Co.

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and Bradstreet's Agencies.

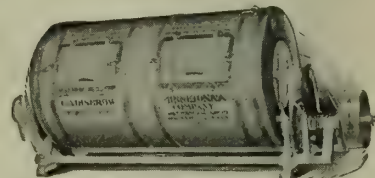
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near Lake St. bridgeWould like to contract with you for your make of
Fancy Creamery in tubs. Can offer you a liberal
contract.Will pay a price for quality. Send us a sample
shipment.**Best Equipped Butter House in Chicago**References: National Bank of the Republic, Chicago; Plain-
view State Bank, Plainview, Minn.; The Creamery Journal.**Zenith Butter & Egg Co.****Harrison and Greenwich Sts., New York**
Receivers and DistributorsGive prompt service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
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BICKEL & MILLER**PHILADELPHIA EGG HOUSE****EGGS, BUTTER AND POULTRY**

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet. Correspondence solicited.should be nearly the same as the butter-
milk. Wash out all the butter-milk, regu-
late temperature of wash water according
to moisture test.The things that cause high moisture are,
(1) churning at high temperature; (2) over-
churning; (3) churning exceedingly rich
cream; (4) washing with warm water and
leaving water in churn while incorporating
salt; (5) churning the butter into lumps in
the wash water; (6) working butter in
presence of water; (7) overworking butter
in water; (8) by churning cream at once
or very soon after cooling.To prevent high moisture, churn cream
at low temperature; churn butter to fine
granules; wash butter with cold water; hold
butter in cold water for some time in order
that butter granules may become firm.
Drain the butter dry before adding salt
and working; work butter at intervals, a
few workings at a time; maintain a firm but-
ter-fat during the whole process of butter
manufacturing.How to expel moisture. This can be ac-
complished by letting the butter stand in
the churn until it has set, then start the
churn, set the workers in motion and work
as usual until the moisture is sufficiently re-
duced. If churn room is too warm so that
the butter can not harden or become firm
in churn, put it in tubs and place in the
cooler until set. Then remove to the churn
and work as stated above.To retain moisture. Fat does not mix
with water. The globules simply adhere
and contain small particles of water be-
tween them. Have cream and water tem-
perature uniform from day to day; try to
have cream same amount and per cent from
day to day; churn till granules are same
size; wash with same amount of water;
give churn same number of revolutions;
add same amount of salt; work same; use
an accurate thermometer; speed churn uni-
formly; test everything.The composition of the manufactured
product depends on the per cent of mois-
ture and salt incorporated and the amount
of curd left in.Under general losses in the factory will
come, poor skimming, bad weights, poor
testing, careless handling of milk, cream
and butter, also poor ripening before churn-
ing.Under poor ripening I will say, don't ever
get the idea that you can mix sweet cream
and sour cream together and churn them at
once without ripening them and get good
results. Either one is very much over-
churned or the other is run out in the but-
ter-milk.Let it stand for two or three hours at 65
degrees Fahrenheit, then cool down to
churning temperature and hold for a cou-
ple of hours until the fat becomes that
temperature throughout.Sweet cream and sour cream do not
make a mixture of sour cream, although it
may taste that way. Hence the ripening
process.Therefore, it is up to us as buttermakers
to know what we are putting into our
churns and know what we are taking out.To know these things we must know our
temperatures and test, test, test everything.**North Iowa Buttermakers**We have been advised that the North
Central Iowa Buttermakers' and Dairymen's
Association will hold a meeting at New
Hampton on Thursday, March 19th. L. L.
Flickinger is president and Frank Brun-
ner, of Charles City, secretary. Further no-
tice will appear in the March 15th issue of
The Creamery Journal.**Save 15 Minutes
Every Time You
Use This Churn**Here is the **quickest** churner in the
world. We back that statement with
a strong guarantee. You can save at
least 15 minutes every time you use
the**L. A. Disbrow
Churn and
Worker**It is the **cleanest** churner—makes
the finest, most even quality of but-
ter—is simple, strong, almost noise-
less.Exclusive patented features make
this the greatest profit-producing
churn. Easy to operate—all adjust-
ments within convenient reach—easy
to clean—easy to watch during pro-
cess of churning.Only three levers required to op-
erate. No intermeshing gears. Stand-
ardized chain sprockets used, with
best automobile chain. Read this
protecting**GUARANTEE**We guarantee every part against
defects of workmanship or material.
We guarantee that the L. A. Dis-
brow Combined Churn and Butter
Worker will accomplish just what
we claim for it. We guarantee that
it will churn quickly, churn ex-
haustively and churn into even but-
ter granules.Write today for description and full
particulars.**Minnetonka Company**

DEPT. A5, OWATONNA, MINN.

Change of NameThe insulation department of the Arm-
strong Cork Company has been taken over
and will hereafter be conducted by the
Armstrong Cork & Insulation Company.
The personnel of the management and the
sales force will be the same as heretofore.
The growing importance of our insulation
business and the recent addition to our line,
of steam pipe and boiler coverings (which
contain no cork), rendered it desirable to
make this change for the more satisfactory
and efficient transaction of the company's
business.All stock has been sold for the new co-
operative creamery at Mount Ayr, Iowa.

The Buttermaker's Obligations

By PAUL TROWBRIDGE, McAllen, Texas

When I first received the letter from our secretary asking me to discuss this subject, I began to classify, in my mind, the buttermaker's obligations into two divisions, but failed utterly for this reason: I was unable to find an obligation that the buttermaker owes the creamery that he does not owe the patron. In a word, the buttermaker owes it to his employers to make the creamery a success. And the same identical clause defines his duty to the patron. For a successful creamery means successful patrons, and at the same time, depends upon the success of its patrons for its own success. Co-operation and confidence are necessary in the creamery business, perhaps, to a greater extent than in almost any other line. The creamery owners show their confidence in the patrons when they erect the creamery, and the patrons express their confidence and willingness to co-operate by stocking up with cows. It is up to the buttermaker to keep this spirit of co-operation and mutual confidence unimpaired.

One of the buttermaker's first obligations is to turn out a high grade product. I will not go into detail as to how to do this—this is not a treatise on buttermaking, but there is one factor of quality production that I want to mention as an obligation to the creamery, and to the patron, and that is the grading of cream, or butter-fat. It is no more fair to pay the same price for butter-fat in good, fresh, sweet cream, as for that in sour, stale cream, than it would be to pay a flat rate per hundred pounds for cream; and it is, absolutely, beyond a question of doubt, a fact, that a higher grade of butter can be produced where this discrimination is made in favor of good, clean, sweet cream. Pardon a personal experience. At the McAllen creamery we started in right at the beginning to grade the cream into two grades. "A" grade is defined as perfectly sweet cream, clean and of good flavor. "B" grade is clean and untainted, but may be slightly sour. We pay a 3c premium for butter-fat in "A" grade cream. The result is that about 90 per cent of our cream grades "A" at this time of the year, and never less than 75 per cent in the hot summer months. The mutual benefit to the creamery and to the patron is evident. Suffice it to say, that we have been able to command the very tip-top of the market for our products; and the patrons have received the very highest prices for butter-fat.

It is the buttermaker's duty, and should be his delight, to employ up-to-date and economical methods. The buttermaker who employs the same method today that he did 10 years ago, or even one year ago, is a back number. Some improvement can be made every day. This does not mean that the creamery should be equipped with all the very latest, untried machinery, but a person who is observing should be able to see constantly places where steps, time, or money could be saved, and the competent buttermaker is one who will take advantage of his observations to make that saving. Thomas Shipley, of the York Manufacturing Company, was once asked: "Shipley, when are you going to stop improving the York plant?" His reply was, "I do not expect to stop improving until I do not know of any improvements to make, and then I expect to give away to a bet-

ter man, who will make further improvements."

The buttermaker should be acquainted with and take a lively interest in the affairs of the patron. It is not enough that he should know how much butter-fat he sends to the creamery, but he should know how many cows he has; how his separator is working; how his herd of Durocs, or Poland-Chinas is increasing; how his corn and alfalfa are coming on; how his children are getting along in school—in short, he should study the patron, and the things that interest the patron. The buttermaker who does not keep a skim-milk test bottle at the disposal of the patron and urge him to keep tab on his separator is overlooking one big bet. The butter-fat wasted in the skim-milk from 20 to 100 poorly regulated separators each day amounts in a year to an appreciable amount of business for the creamery, and if you can show the patron where he can save a few cents each day you have made a friend. A few days ago one of our patrons told me that he could not understand why his cream did not test higher. I was very busy at the time, and was about to tell him that I would take the matter up with him at some more convenient time, but thought better of it and suggested that if he had the time we would run a test together right then. The test convinced the man that the leak, if there was one, must be elsewhere, and it re-established his confidence in the integrity of the creamery. If I had put him off with an excuse, he might not have found opportunity to go through the test with me at some other time, and would, perhaps, always have harbored a shadow of a suspicion that the testing had not been exactly above board.

To use political slang, the buttermaker should "keep solid" with the patron. One must use his own judgment as to how to go about it in individual cases, but a few suggestions may not be out of place. Be ready at all times to go over the patron's accounts with him; keep a number of milk test bottles and encourage him to bring in samples of milk from individual cows of his herd to be tested. Help him to get the best results from the feeding of his skim-milk; keep the creamery office supplied with dairy literature, and invite the patrons to use the office as their loafing place. Encourage them to get together here informally, to exchange views on dairying and farming in general. A farmer who would never think of standing up and addressing

a meeting will lean back in his chair, with his "jimmy" pipe in one corner of his mouth, and express himself fluently and intelligently. Get your patrons to take a dairy paper, but don't pester them to death about it. Eighty per cent of the butter-fat received at the McAllen creamery now comes from the readers of good dairy papers. Keep your eyes open for opportunities to be of service to the patron. Advise him and teach him, if you can do it without being offensive. Treat him as a personal friend, make him see that his interests and those of the creamery are identical, and you will have given the dairy industry a big boost in your community.

The summing up is simply a reiteration of my first proposition, that it is the obligation of the buttermaker to strive for the common success of the creamery and the patron; they are parts of a great whole—the dairy industry. They are one and inseparable.

Philadelphians Busy

The Philadelphia Produce Exchange, together with the cold storage interest, headed by John J. MacDonald, have been on hand in Washington in large numbers to protest and present arguments against the passing of McKellar Cold Storage bill. The Produce Exchange is a live organization and is looking after the butter, egg and poultry interests of their state.

Mr. MacDonald is very active in matters of this kind, and through him the exchange has accomplished many important things for the trade in Pennsylvania.

Fred Marty purchased the Argyle (Wis.) Cheese Company, and took charge February 1st. Mr. Marty was formerly dairy and food inspector under Commissioner Emery.

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 200 W. South Water St., CHICAGO

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COMMISSION MERCHANT
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WALLABOUT MARKET

BROOKLYN NEW YORK

References: All Mercantile Agencies; Manufacturers' Nat'l Bank, Brooklyn.

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

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GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Edward I. Swift, Mgr. Butter Department. Formerly with Stephen Underhill.

ARMSTRONG & SWIFT Butter, Eggs and Cheese

Western Representative: F. A. Salisbury, Vinton, Iowa.

References: Chatham & Phenix Natl. Bank. Broadway Trust Co., New York. Mercantile agencies.

321 Greenwich St.,
NEW YORK

Cold Storage Warehouse,
Cuba, New York.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

Want Clearings

POSITION WANTED.

POSITION WANTED—By expert buttermaker with 5 years' experience. Can furnish best of references. State salary paid in first letter. Don't expect cheap man. Address A. V. Larson, Algona, Iowa.

POSITION WANTED—By buttermaker with 10 years' experience, 4 years in Denmark and 6 years in America. 25 years old and single. Salary \$100. Can furnish references as to my ability. Address S. G., care The Creamery Journal.

WANTED—First-class buttermaker wishes position in creamery running the year around. Ten years' experience. Dane. No bad habits. Good references. Can come at once. Address Box 41, Shennington, Wis.

POSITION WANTED—By first class buttermaker. Thoroughly capable and honest and can guarantee results. English and Norwegian. Age 27. Describe plant, state wages in first letter. At liberty after March 1st. Address Peter Tvedt, Stillman Valley, Ill.

POSITION WANTED—Buttermaker with 18 years' experience in whole-milk and gathered cream. Have had one year as chief engineer in power plant. Have three diplomas and several high scores. Can furnish best of references. Address I. H., care The Creamery Journal.

DON'T LOOK INTO THIS unless you are looking for a man who is not afraid of work and who can and will give you perfect satisfaction in all classes of work. If you are looking for a man who will do all this, write me. I have eight years' practical experience in buttermaking and can furnish recommendations from former employers. Can come soon or later. For particulars write A. Larson, Fall River Creamery, Fall River, Wis.

POSITION WANTED—First class buttermaker, Scandinavian, 33 years old. Married, one child. Understands all up-to-date methods, having had 11 years' experience. Have operated both whole-milk and gathered cream plants. Have taken course at Iowa Dairy School and recent short course. Can come at once. State salary and full particulars in first letter. Best of references furnished. Address J. B., care The Creamery Journal.

POSITION WANTED—By Danish buttermaker. Thirteen years experience, three years in Denmark and 10 years in Iowa and Minnesota whole-milk and gathered cream plants. Course in Iowa State Dairy School this year. Married, with small family. Experienced in latest methods, good machinist. Can also make ice cream. Best of references from former employers, also score cards. L. C. Laugesen, Harlan, Iowa.

WANTED—Position by first class buttermaker with 19 years' experience. Understand all up-to-date methods. Best of references. Dane. Speak German and English. Married. Can come at once. Will work a month on trial if desired. Address Christ Bogh, R. F. D. No. 1, Bode, Iowa.

POSITION WANTED—As buttermaker. Seven years' experience. Understand all up-to-date methods in operating whole-milk or gathered cream plant. Am proficient in pasteurization, moisture control, starter making and refrigeration. Married, with small family. Can come on 15 days' notice. Position preferred in Iowa. Address H. W. Maus, Lock Box 52, David City, Neb.

CREAMERY MANAGERS—Those wanting a man who can give satisfaction in any branch of creamery work, having dairy certificate and a record for making high scoring butter. Am well acquainted with market conditions and can help get high prices. Am married and have 11 years' experience in both whole-milk and gathered cream plants. Address H. H. Whiting, Cedarburg, Wis.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretary work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

POSITION WANTED—By first-class buttermaker experienced in all up-to-date methods. Have taken course in Iowa State College at Ames. Can give the best of references from former employer. State output and wages in first letter. Address Ernest E. Green, Prescott, Iowa.

HELP WANTED.

WANTED—Personal buttermaker bids to be received on Tuesday, March 17th. Plum Valley Creamery Ass'n, Waldorf, Minn.

WANTED—To get in communication with a No. 1 buttermaker who has \$500 to invest, and is desirous of making a change which will be to his advantage. R. W. Scott, Whitnev, S. D.

WANTED—An experienced single man who would like to live in the best city in the south. I am starting a business which has a bright future and want a man who understands running a city milk plant and creamery. Full information to interested party. Address J. A. Berryhill, Charlotte, N. C.

WANTED—Buttermaker for a small creamery at Rowan, Iowa. Send recommendations and terms to D. A. French, secretary, Rowan Co-operative Creamery Company, Rowan, Iowa.

MISCELLANEOUS.

FOR SALE—A good paying creamery and ice cream plant in South Dakota. Good dairy district and no competition. Cleared \$2,000 last year above expenses. For further information address "Snap," care The Creamery Journal.

FOR SALE—Wholesale and retail ice cream business with first class equipment; general supplies, machinery, wagons, harness, horses, etc.; also two new modern cottages. Cheap if picked up within 40 days, or will consider trade for first class land. Address F. P. P., Box 362, Colfax, Iowa.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—Information of good creamery for sale. State full particulars. Western Sales Agency, Minneapolis, Minn.

FOR SALE—Randolph one-ton motor truck, stake body, tires good as new. Truck in fine working condition. Genuine bargain at \$300. Address G 1222, care The Creamery Journal.

FOR RENT—Fully equipped creamery at Otterville, Iowa. Well located in the center of good dairy community. Plant has all equipment for up-to-date buttermaking. Address all correspondence to L. C. McGill, secretary, Independence, Iowa.

WANTED—To get in touch with any party having a 3,000-pound Alpha turbine separator. It must be guaranteed to be in first-class condition. Address C. B. Davies, 410 Fifth St., Portland, Ore.

CLOSING OUT SALE—The Center Creamery Co., of Harlan, Iowa, have discontinued business and will sell all their property consisting of buildings and machinery at the creamery premises three miles east of Harlan, Iowa, on Friday, March 13th, at 1 o'clock p. m. The machinery consists of one Nelson gas engine, 6 h. p., in good condition; one 4 h. p. steam boiler, one No. 8 Perfection churn, good as new; one Wizard agitator, 400-gallon capacity; one Northey cooler, one Babcock tester and all other machinery to run a creamery. Anyone desiring to buy the entire plant may make arrangements with Geo. H. Miller to lease the ground and put in their bid before the sale commences. Board reserves the right to reject any or all bids. Terms, cash, or bankable note bearing 7 per cent interest. Harry Lewis, clerk; N. G. Kraichel, auctioneer, P. S. Peterson, president; Clarence Johnson, secretary.

FOR SALE—Will sell creamery doing increased business or will incorporate with man who thoroughly understands the business in all its branches, buying cream and disposing of butter. Your money to add refrigeration, ice cream, etc. Address R. N. M., care The Creamery Journal.

FOR SALE OR EXCHANGE—Maxwell runabout auto, two-cylinder, 16 h. p. engine. Has brass frame glass wind shield, four new tubes recently put in, new muffler, new differential posts in rear axle; good running order. Price \$300, or will exchange for 300-gallon Cherry cream ripener. Must be in first-class condition and of equal valuation. Address Model Creamery-Ice Cream Co., Oakland City, Ind.

FOR SALE—One 450-pound Victor churn in first class condition. Has been used three years. Too small for our business. Bargain to party who can use this size. Address Pinckneyville Creamery, Pinckneyville, Ill.

WANTED—Experienced buttermakers. We will pay attractive wages to intelligent young men who have had practical commercial creamery experience. Graduates of State Dairy Schools preferred. Write in your own hand, giving particulars regarding age, experience and wages expected. Address No. 233, care The Creamery Journal.

Are You the Man?

We want a manager—one who has superintended the handling of whole-milk, cream, butter, etc. He must possess business ability—and he must invest or be able to raise some capital.

We will establish creameries on a new, unique, but thoroughly practical plan.

We want such a man for each of six or more of the larger Middle Western Cities—like Toledo, Detroit, Cleveland, Buffalo, etc.

We have ample capital and a workable, remunerative proposition. The investment of Manager's capital is primarily a safeguard to insure attention, industry, efficiency.

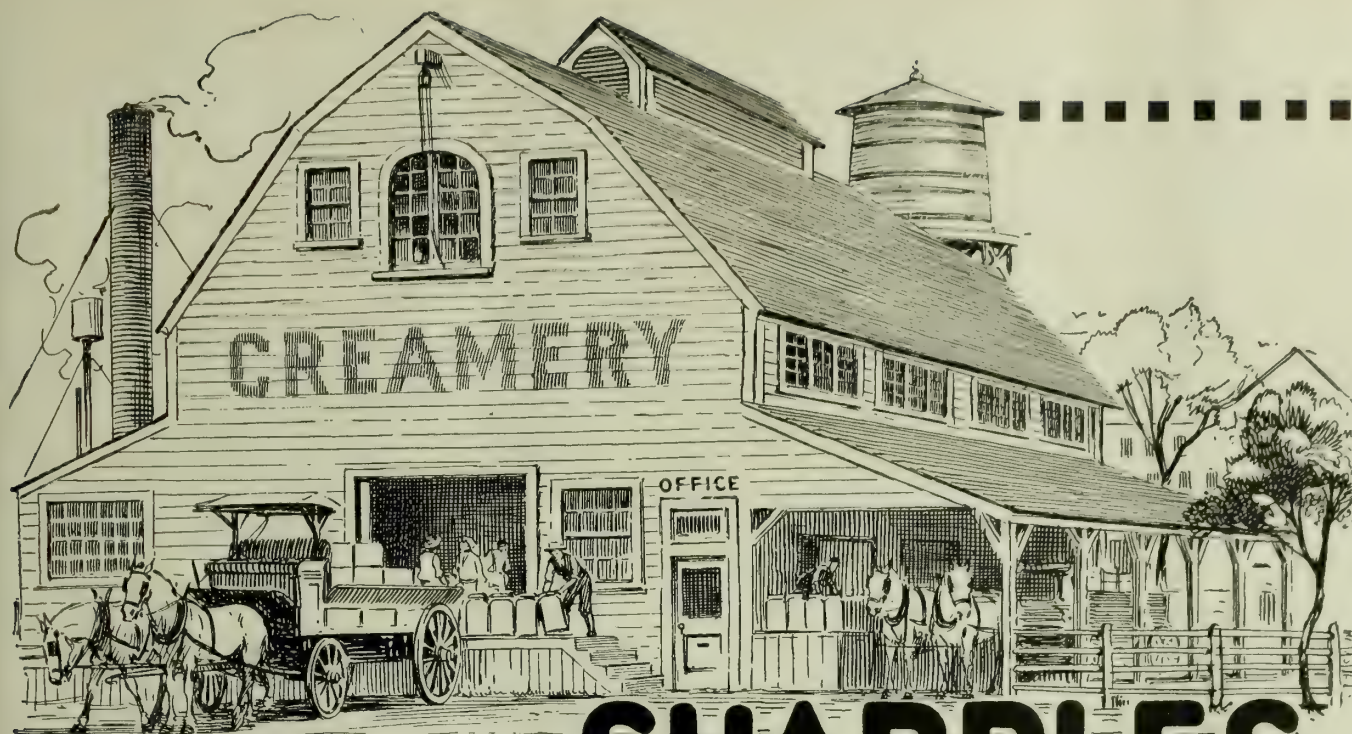
Address Dept. W, care of

THE CREAMERY JOURNAL

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Butter, Eggs, Poultry || COMMISSION MERCHANT
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.



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THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere





One Very Good Reason For Buying C. P. Machinery

THE best of machinery will break. Accidents *will* happen. It is not always the fault of the machine. Sometimes it is caused by the elements, or a mistake of the operator, or something else. If your machine *does* fall down, you need repair parts. And you need them quick.

Right here's where we can be of great service. For we can supply you with the right repairs for any C. P. machine on short notice. We have the equipment for making all parts of the same pattern in exact duplicate. We keep a

record of all the equipment we make. You have but to give us the number of your machine and the name of the part needed and, regardless of how long ago you bought the equipment, we immediately know what to send you.

C. P. Machinery probably breaks down less than any other. We are glad to say that our repair part departments are not kept busy. But when called upon they *do* render a service—a service which you, as a far-sighted buyer, must give full consideration.

The Creamery Package Mfg. Company

Chicago, Ill.
Albany, N. Y.
Waterloo, Iowa

Minneapolis, Minn.
Toledo, Ohio

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Kansas City, Mo.
Omaha, Neb.

THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV NO. 4

WATERLOO, IOWA, MARCH 15, 1914

ONE DOLLAR A YEAR

Who's Your Friend?

LOOKS GOOD TO ME!

The Powerful Germicide

Disinfectant—
Deodorant

NOT A POISON

Will Not Taint Milk or Its
Products



B-K REPRESENTATIVES
Creamery Package Mfg. Co., Chicago, Ill.
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L. A. Watkins Mdse. Company, Denver, Colorado.
J. G. Cherry Co., Cedar Rapids, Iowa.

Makes It Easy For You to Comply With All Sanitary Regulations

More important still—it makes it easy for you to make better butter at less cost. The use of B-K all through your plant cuts off a great many sources of loss. At a cost of a nickel a day for the average creamery you can keep the whole plant sweet and clean.

Believe me, if you knew what good work B-K is doing in other creameries you wouldn't rest a minute until you sent your order for a good supply.

USE B-K BECAUSE IT IS PRACTICAL

We recommend nothing to you except the intensely practical. We have no patience with experimenting with the other fellow's work. We know what we are talking about before we print a word. We don't mean laboratory tests when we tell you B-K will do a certain thing—we mean actual work and tests in regular creameries.

Use B-K in every drop of rinse water. Use B-K for rinsing vats, cans, churns, all piping, conduits, separators—whatever place you know where there is a chance of germ trouble. You know the places. We

tell you to use B-K throughout the plant, because it will pay you to do it. Remember, a nickel a day will do the stunt and you will be utterly surprised at the advantages it will give you; at the improvement it will make in your output; how much easier it will make your work. B-K is your friend from start to finish.

CO-OPERATIVE WORK

If you will show every one of your patrons the B-K way of producing pure milk you can make an increase in the quality of their milk and cream that will astonish them.

If you can get them simply to rinse cans, pails, separators in B-K and wipe off the cows' udders with B-K dilution before they milk you could afford to buy all the B-K your patrons could use.

If you don't believe this statement ask us to show you.

Every creamery manager, every buttermaker, every stockholder and patron of creameries will be interested in our new book, "Better Milk."

It is sent free. It is brim full of interesting facts, good illustrations and money-making suggestions.

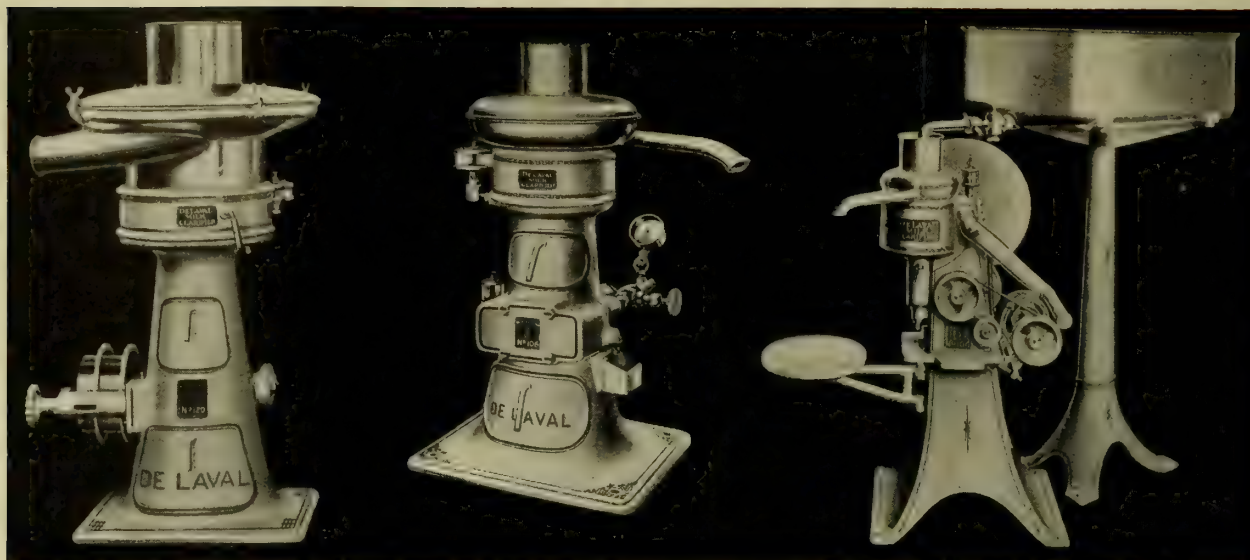
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No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

Milk Consumers Are Beginning to Demand De Laval Clarified Milk

NO milk dealer or producer who has witnessed a demonstration of the De Laval Milk Clarifier and has seen for himself the composition of the residue removed from even the best milk by this machine, can doubt for an instant the benefits of clarification.

THERE is no question but that these benefits are positive and easily apparent, and they are rapidly becoming known to the general milk consuming public.

THE advantages of clarification by the De Laval process are self-evident to milk in-

spectors and board of health officers who have looked into the subject, and a number of milk authorities have gone so far as to say that it will only be a question of time until clarification becomes compulsory, so that without any special advertising the benefits of De Laval clarification are becoming widely known.

NEEDLESS to say that the milk dealer who is wise enough to anticipate the general consumer's demand for De Laval Clarified Milk will be the man who will reap the benefits.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

The De Laval Separator Co.

165 Broadway, NEW YORK 29 E. Madison St., CHICAGO 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 4

WATERLOO, IOWA, MARCH 15, 1914

One Dollar a Year

Creamery Conditions in North Dakota

By WM. WHITE, U. S. Dairy Division

In studying the creamery conditions of any state or locality we immediately notice how greatly these conditions are influenced by the general agricultural conditions. In a thickly settled district in which there are 20 cows on every quarter section the creamery problems are quite different from those in the sparsely settled districts where there are only one to four cows per quarter section.

In many parts of the Dakotas, dairying is but a small side line on a large farm and for this reason receives scant attention. The farmer with six cows and 600 acres of grain divides his time and thought between the two in the ratio perhaps of six to 600. However, it is a noticeable fact that poor crops are a powerful influence for narrowing the ratio.

The Dakota farmer realizes the necessity for more live stock. He is a progressive farmer and when he makes up his mind to go into live stock he wants to go in with a jump. Where the dairy cow is the favorite live stock the farmers wish to develop into a full-fledged dairy community all at once. They want a prosperous creamery like they read about in the papers, but frequently do not consider the difference in the general conditions, and for this reason we have more creamery failures than are good for the dairy industry. Because a creamery in Wisconsin or Minnesota makes butter for 1c a pound and sells that butter at a premium on the New York market, is no reason why a creamery in a sparsely settled district of Dakota should be expected to do the same thing.

In the last biennial report of the dairy commissioner of the state are figures showing that a great many of the local creameries of the state paid on an average 5c per pound less than the creamery that paid the highest price. In all these creameries the farmers expected to receive the highest possible price. They were disappointed and many lost faith in the creamery. Many became patrons of distant creameries, not because the distant creamery paid more for cream, but because their own local creamery had not been able to live up to extravagant expectations. Many of these creameries were operated under conditions that almost precluded any possibility of their being able to pay close to New York extras for fat.

Let us therefore be more conservative in advising the building of creameries in undeveloped territory. Before advising such a move let us carefully study local conditions and assure ourselves that a creamery will probably add prosperity to the community and assist in dairy development.

In the creameries that have operated dur-

ing the past few years we observe that some of them have sold a large percentage of their butter to merchants in various towns in this or adjoining states, while others have sold all their butter on the big markets. And we observe that the creamery selling butter to the local merchants has received a higher price for the same grade of butter than that received by the creamery shipping to the big markets. The former method eliminates the commission and greatly reduces the freight or express charges. But more important than this is the fact that the local merchant and the consumer are more lenient in grading butter than are the dealers on the markets. Very little Dakota butter sells as extras on the markets. Much of it sells for several cents under the quotation. But this same butter sold to the local merchant commands as high a price as though it did grade extras. The average consumer considers all butter scoring 89 or above as good table butter and is not willing to pay more for 93 scoring butter than for 89 scoring butter. This enables the creamery making 89 scoring butter to get the price of extras for it. We must remember, of course, that this can be done only to a limited extent. During spring and summer there is a large quantity of butter that must be sold on the open market or put into storage.

In the small creamery the operation of the entire plant is left almost exclusively to the buttermaker, and for this reason the success of a creamery is frequently dependent upon him. If he is an expert buttermaker, honest and industrious, and has a personality that draws farmers to the creamery and holds their confidence, he contributes greatly to the success of the creamery. If he lacks all these characteristics he contributes greatly to the failure of the creamery.

We frequently find men who are apparently very good buttermakers, but upon close examination we find their overrun is not as great as it should be, and the composition of the butter is not uniform from day to day. Uniformity adds to the sale of any product, and the creamery making butter uniform in color, salt, body and flavor receives a better price for it than the creamery with the mixed lot to sell. In these days of keen competition no creamery can afford to sell butter containing 12 to 14 per cent moisture, and 1 to 2 per cent salt at the same price as butter of the same quality containing 15 per cent moisture and 3 per cent salt.

At a creamery making 100,000 pounds of butter per year, if the fat content of the butter is reduced from 83 per cent to 81 per cent by the incorporation of more water and salt, that creamery will make an addi-

tional 2,000 pounds butter from the same number pounds fat. This additional butter, sold at 28c per pound, will increase the income of the creamery \$560.

The buttermaker making 100,000 pounds of butter per year containing 83 per cent fat, is causing a direct loss to the creamery of about \$500. If his salary is \$1,000 per year, he is costing the creamery \$1,500. When the matter of salary comes up it is well to remember that a good man does not cost a creamery as much as a poor one. The salary of the good man is naturally higher, but his actual cost to the creamery is less than that of the poor workman. A creamery needs the best man obtainable, and in order to secure such a man the creamery can afford to add a few hundred dollars to his salary. Perfect men are scarce, even in Dakota, but many of us imperfect creatures can approach more nearly the state of perfection by a close application to the details of our work.

As already mentioned, the quality of Dakota butter is not always the best. This fault is usually traceable to the raw material and hence to the producer of cream. However, this does not relieve the creamery operator of his responsibility in the matter of quality.

Quality of butter has become more important since the margin in price between extras and seconds has widened to 6 to 8c. The creamery that is selling seconds on the New York market finds it cannot pay enough for cream to hold its patrons. If it be a co-operative creamery, the farmers notice that their own creamery is not paying any more than the central plants are offering. It is evident that something must be done.

We all know that a very considerable percentage of the Dakota cream that is manufactured into creamery butter is handled by creameries out of the state.

Why can distant competitors come into this territory and buy cream at the very doors of the local creameries? It is a very noticeable fact that many of our most successful creameries are those receiving good quality; and that these creameries have no outside competition for the grade of cream because of the high price they pay for butter-fat. It is in the territory of the creamery receiving a poor quality and paying a low price that the foreign competition is able to get the cream.

As a general principle it may be stated that, for the small creamery of Dakota to be successful, it must be superior in some way to its foreign competitors. It does not hope to secure more cream than they do. It cannot hope to more than equal the big plants in scientific operation and man-

(Continued on page 6.)

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

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and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

At Fort Dodge there was quite a diversity of opinions relative to the manner of preparing the butter for the contests and it was said by some that they did certain things when making butter for contests and conventions that were not done each day in the regular run. Now I think this is all right as regards selecting the best cream and endeavoring to make as good a tub as possible; for most of us, who are getting a good bit of poor cream, know well enough what score we would get if the poor cream were used. Therefore we would prefer to make a creditable showing by working with the best cream we can secure.

One buttermaker stated that he pasteurized for the contests but did not do so in his everyday work and when questioned he said he thought it would be an improvement and make better butter, but he was of the opinion that he would not get any more money for the butter—this matter was discussed a good deal and I think the majority agreed that the proper thing to do is to make every effort possible to make each day's butter as good as possible and the question of the extra price for the butter would take care of itself.

You cannot expect to receive more money for your butter until you show the commission house that your method will make better butter, the dealer is not so much concerned about the method you use or do not use in making your butter as he is in the quality it shows when it is in his basement awaiting inspection from those to whom he wishes to sell it.

This brings to mind a statement that a buttermaker made after this discussion. He said that they (some years ago) had made a shipment or two of pasteurized cream butter and wrote their dealer that this butter was made from pasteurized cream and wanted a special report on it and no doubt expected to get more money for it. Well, after it had been received the dealer did not wait to write, he wired back, to stop doing whatever it was they had been doing for the butter was spoiled. Of course this was in the days when much butter was injured by the method used in pasteurizing the cream, but it goes to show that it is the quality and not the method that counts.

Another statement made was, that different temperatures were used in carrying the mother and large starters for the contest butter. Now this seems peculiar for if such temperatures result in better starters, and of course this man thought it did or he would not have used them, then it would seem to be the proper thing to use those temperatures every day. I think we should try to keep our starters to the top notch of efficiency all the time, they will get down in quality occasionally, but generally I believe we are the one to blame on account of not giving them the care necessary to insure the best results.

It is more satisfactory and I believe easier to keep a starter right by close attention than it is to nurse it back once it has gone wrong.

It appears that Iowa is to take up the score card idea for creameries. This is very similar to what was inaugurated some years ago by the dairy division through B.

D. White and if you will remember this score card was discussed and cussed through the dairy press to quite an extent. One of the most bitter writers against its adoption was A. Frank Philipson, a chemist who at that time was going to revolutionize the manufacture of butter out west. I do not know what became of him but remember that he went after me pretty hard for my stand in arguing for this score card idea.

If that had been carried out right along, by this time all the dairy states would have been using this score card and we would have had something uniform for the whole dairy section and all dairy or creamery inspectors could have gotten upon a set standard and the result would surely have been beneficial. I still think it was and is a good thing, it gives the inspector a chance to show the defects in figures. In fact if he is to leave a copy, as we used to do for the buttermaker and secretary, he will have to look things over carefully. Knowing that there will be comparisons made by different creamery secretaries and buttermakers, he will have to keep pretty close to the line and have a fixed standard in his mind in order that his work will stand the test.

I know it makes for a better and more conscientious inspector than the old way of writing down something in a record book and filling it in at your leisure.

I also know it was not always pleasant to make out this detailed score card in some cases but when the work was done right as it should be with tact and judgment, the buttermaker thought more of the inspector than he would have of one who did not do his duty.

I say, let the score card come. I believe it will result in better inspectors, or inspectors doing better work, better buttermakers, better managers, and in time much better equipped and arranged creameries. Let the good work go on.

Gets 250-Ton Butter Contract

A contract for 500,000 pounds of butter the largest contract of this kind ever undertaken by a Philadelphia concern, will be awarded shortly. The butter is for the United States navy, and, as it will constitute a part of the supplies of warships, Philadelphia butter will be used in practically every section of the world traversed by the country's fighting craft.

When bids were opened recently in Washington, it was found that Ayer & McKinney, of Philadelphia, were the lowest bidders. The specifications call for delivery in Jersey City within 90 days from May 1st and require that the butter be sealed in five-pound tins.

On the day that the bids were opened, it is stated, government experts made tests of butter that had been reserved out of the firm's delivery of 100,000 pounds under a contract awarded last year. These samples, after having been in refrigeration eight months, are reported to have made a score of 94. This fact is being cited by cold storage interests as showing that butter properly stored may be kept in refrigeration for a longer period without deterioration than is generally supposed.

Illinois Short Course

The annual short course for buttermakers and creamery managers was held at the College of Agriculture, University of Illinois, February 9th to 28th.

The work in this course was given in the college creamery and included proper method for pasteurizing, ripening and churning of cream, special attention being given to the making and handling of lactic acid starters; laboratory practice in butter and milk analysis; and the students were taught the different methods of analyzing butter for moisture, fat and salt, the testing of ice cream for butter-fat, and the methods of testing milk and cream for acidity.

Lectures and practical work were given in the making of ice cream and other frozen products, as well as lectures on creamery accounting, creamery management, creamery refrigeration, creamery mechanics, and the selection, care and feeding of the dairy herd.

An interesting part of the work was the propagation and care of cultures of *Bulgaricus*, which were used in the improvement of butter-milk from pasteurized cream.

The course was in charge of L. R. Lang and H. A. Ruehe, of the dairy department. Lectures were given by Dr. H. A. Harding, R. S. Hulce, W. T. Crandall, H. N. Parker and R. E. Brand of the dairy department, and by E. A. White, I. W. Dickerson and A. Tornquist of the farm mechanics department. Addresses were given by J. B. Newman, assistant state food commissioner, and F. A. Jorgensen, of the Twin City Creamery Company.

The attendance of the course was as follows: P. Runyan, Humboldt, Neb.; F. L. Jacobsen, Havre, Mont., and the following from Illinois: George S. Bote, Pana; S. P. Johansen, Jacksonville; W. Thompson, Grant Park; F. A. Lemke, West Salem; T. J. Freepartner, Effingham; Z. E. Marriott, Bone Gap; D. Smith, Wheeler; E. Vanderveer, Olney; A. Wildemardt, Champaign; H. Peterson, Galva; J. E. Scott, Scales Mound; P. Paulsen, Camp Point.

South Dakota Dairy Banquet

The third annual banquet recently given by the South Dakota State College Dairy Club at Brookings, S. D., showed that this organization is a very live one.

The five-course banquet was enjoyed by nearly 70 men. The program that followed was fully up to the standard of the other years, and in the opinion of some of the men who have been at previous banquets, was even more enjoyed.

J. M. Fuller, of the South Dakota State College Dairy Husbandry Department, acted as toastmaster, with Clarence Shanley, a graduate dairy student, as singer. A half dozen dairy songs together with a dairy yell gave ample opportunity for use of the lungs.

The first man to respond to the toastmaster's call was C. E. Eckerle, field man for the American Co-operative Journal. He gave a very interesting talk in which he urged the desirability and the necessity of more co-operation along dairy lines. After Mr. Eckerle's talk the following toasts were given: H. W. Gregory, Dairy Husbandry Department, "Testing." Alfred Bushey, senior dairy student, "Overrun." N. O. Seltzer, three months' course student, "What and What For." Dr. G. L. Brown, acting president of the South Dakota State College, "The Onlooker." H. E. Erdman, deputy dairy expert, "Railroad Dairying." Carroll Iverson, dairy student, "Globules." Thomas Maher, dairy farmer near Brookings, "Dairy Doings in South

Dakota." Thomas Bang, creameryman in Brookings, "Back to Butter." After the formal program several impromptu talks were given by out-of-town visitors.

The 1914 dairy club has a live membership of nearly 50 and has put on some excellent programs. The members were behind the banquet from start to finish and this fact accounted in a large measure for the enjoyable time that was evident at the banquet.

Helping Western Dairying

In one county in Oregon, as a result of the educational work in dairying and general agriculture which has been under way of late, Babcock testers have been placed

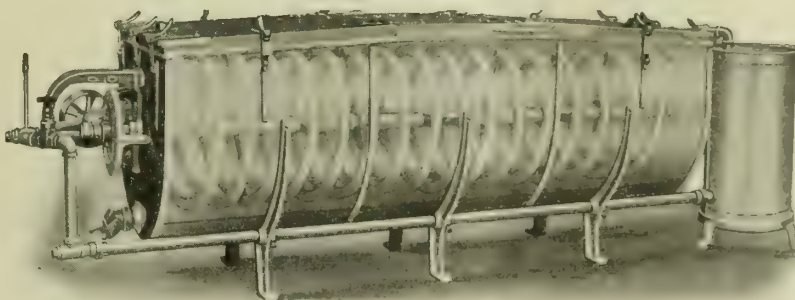
in 14 schools by the members of the school board. About 150 persons are having milk tested in the schools, 100 of them being school children. This means that from 500 to 600 cows are being put on record for the first time. This work will have a profound influence in shaping the dairy activities of all communities in which it has been established, and cannot fail to be of benefit to the dairy and creamery industry.

The Garden City, Minn., creamery also handles flour. Many creameries handle salt, but this is the first case we have heard of where the creamery has made a practice of distributing flour among the patrons.

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Use all the pressure you like—subject it to the most severe test you can.

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Creamery Conditions in North Dakota

(Continued from page 3.)

agement. It cannot hope to find a more profitable marketing system. But the small creamery can get better quality; and this is the only factor in which the small creamery can hope to be superior to its foreign competitor. Better quality of cream is the solid foundation upon which the local creamery can base its hopes of future prosperity. Under present market conditions the difference between making extras and making seconds is the difference between sure success and probable failure.

Every creamery would like to have better quality but few are laboring toward that end, and few seem to realize how important this matter is. Granting that better quality is desirable, the first question that comes to mind is "By what method can we secure better quality?" In the light of past events the answer to this question must be "by grading cream and paying according to quality." This system has been tried out in several creameries and has brought the desired results.

At many of our co-operative creameries I think there is not enough of sound co-operation along one line and too much unsound co-operation along another line.

The distorted co-operation I refer to is the custom of paying the same price for butter-fat in fresh, clean cream as in old,

unclean cream. At the average Dakota creamery today the best half of the cream delivered would make butter worth 30c, the worst half would make butter worth 26c. But the producer is not paid according to the grade of butter his cream may be converted into. An average price is struck of 28c, and everybody receives the same price. Those bringing the fresh, clean cream have earned more than they are receiving. Those bringing the old, unclean cream are receiving more than they have earned. Money is taken from the one and given to the other.

Two farmers drive up to a co-operative elevator, each with a load of wheat. The first man has bright, clean, plump grain; the second man has discolored, dirty, shrunken grain. Is an average price struck and the same price paid for both loads of grain? No, that would be ridiculous, you say. But that is just what is happening at our creameries when every man receives the same price for his butter-fat regardless of its value. Quality in wheat is very comparable to quality in cream. The grading of cream may be done as easily as the grading of wheat. Then why is it not done?

From the standpoint of justice there can be no argument against paying for cream according to grade. Besides justice, another very great benefit derived from cream grading is that it provides an incentive to produce first grade cream. This is a matter of the greatest importance. We may ask a

farmer to take better care of his cream and bring it to the creamery oftener, but if he cannot see that he is to derive a direct benefit from his extra labor, our argument does not sound convincing. But when we say, "Your can of cream will net you 50c more if brought in fresh and clean," we have an argument that appeals to any man.

The introduction of a grading system at any creamery is attended with some difficulties and it is not wise to start paying according to grade without preliminary instructional work among the patrons. The farmers must be willing to have their cream graded, must be convinced that it is to their best interest.

Under suitable conditions the very best grading system for a local creamery is to accept all cream that will make extras and reject all other cream. But a considerable percentage of Dakota creameries cannot secure enough first grade cream to make efficient and economical operation possible, so are forced, at least temporarily, to accept second grade cream.

Many Dakota farmers are delivering second grade cream because they cannot afford to make special trips to town just to take in a few gallons of cream. And right here is where we need a little more co-operation. Why do neighbors not co-operate in the delivery of their cream—form community delivery systems? It is a very simple matter. Six farmers living in one neighborhood agree to deliver their cream on Monday, Wednesday and Friday each week. On Monday farmer number one gets the cream from his five neighbors and takes it, together with his own, to the creamery. On Wednesday, farmer number two does the same thing. On Friday, number three takes his turn. The next week number four, five and six take their turns. Each man's turn comes but once in two weeks, but his cream gets to the creamery three times a week. A man may have to spend an hour driving to his five neighbors to get their cream, but this occurs but once in two weeks, so this time is inconsiderable.

When cream is properly cared for on the farm and is delivered three times per week it can be made into a better grade of butter than the same cream five to seven days old. The co-operative creamery paying for butter-fat according to the price received for butter can pay more for cream delivered fresh and clean, because the returns from butter will be greater, hence the farmer will be amply repaid for any extra labor involved in a system of community delivery of cream.

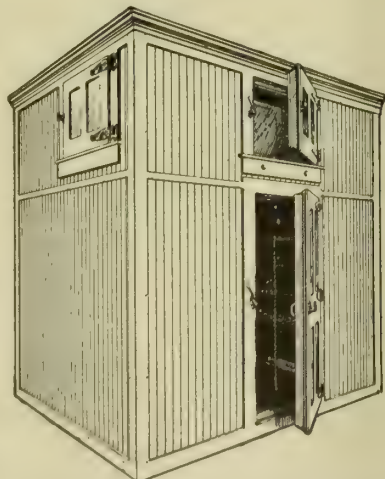
In conclusion, permit me to repeat that the most effective method of making an improvement in the quality of cream is by offering some incentive for the delivery of a first grade product. When the creamery is offering a premium for first grade cream, the farmer will find an easy method of meeting the requirements of this grade by co-operating with his neighbors and forming community delivery systems.

Course in Testing

The dairy department of the Purdue University at Lafayette, Ind., is putting on a new course in testing milk and cream, to be given March 23d to 28th. At the conclusion of this course candidates for tester's licenses will be given an opportunity to take the examination. The course is really intended for those who failed to pass the first examination and also for experienced buttermakers and milk factory helpers who feel the need of special preparation in order to be able to secure a tester's license. The course is not intended for inexperienced men who have never done any testing.

Write for the New McCray Catalog No. 50

It illustrates and describes in detail the immense line of celebrated

**MCCRAY Refrigerators**

and Cooling Rooms for Dairies

They will preserve dairy products—perishable food, etc.—and keep them fresh, sweet, and free from spoiling in hottest days and will save you on your ice bills.

ASK FOR CATALOG NO. 50 FOR DAIRIES, CREAMERIES, ETC; NO. 91 FOR RESIDENCES.

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668 Lake Street

KENDALLVILLE, INDIANA

National Dairy Union Bulletin

Question—What is the color of the natural ingredients from which oleomargarine is made?

Answer—A very light shade of yellow.

Question—What is the natural color of butter made from cows on natural grass pasture?

Answer—A rather high shade of yellow.

Question—Why do dairymen sometimes color winter butter, that is lighter than normal in color?

Answer—To preserve a uniform product, and that it may look like exactly what it is—butter.

Question—Why do oleomargarine manufacturers want to color their product yellow?

Answer—To deceive the buyer, or consumer by making their product look like, exactly what it is not—butter.

Question—Why are the manufacturers, and dealers in oleomargarine so anxious to counterfeit butter?

Answer—That they may sell it at, or near the price of butter.

Question—Are there excessive profits in selling oleomargarine at, or near the price of butter?

Answer—Yes. For the reason that the cost of producing butter is more than double that of producing oleomargarine.

Question—Is it just and right, that the person who wishes to consume butter should be protected against the injustice and fraud attendant upon the substitution of a low priced product?

Answer—Yes. Most of our food laws are based upon this well established principle of justice.

Question—How does the coloring of oleomargarine yellow encourage and abet fraud?

Answer—By so counterfeiting butter as to make it impossible for the ordinary consumer to identify it.

Question—Why is it necessary for butter and oleomargarine to appear different to the eye, that fraud and deception may be prevented?

Answer—The light colored, nearly tasteless and odorless fats and oils from which oleomargarine is made, are churned in milk to give them the flavor and aroma of butter. If they are then colored to look like butter the consumer has no way of distinguishing this counterfeit product from genuine butter.

Question—Would a law forcing oleomargarine to be sold in small quantities and put up in fibre, or metal containers plainly stamped and branded protect the consumer against fraudulent substitution?

Answer—No. Millions of our people take one or more meals a day at boarding houses, restaurants, and hotels. They ask for butter, want butter, and are willing to pay for butter; but if oleomargarine is permitted to counterfeit butter they would largely get oleo.

Question—If oleo manufacturers believe their own statements, to-wit, that oleo is superior to butter in purity and wholesomeness; why are they striving for the privilege of counterfeiting butter?

Answer—?

Question—Do the dairy interests object to competing with oleomargarine?

Answer—They court competition, but object to substitution. Where there is substitution there can not be competition.

Question—Why is it of vital interest to agriculture and to the country at large, that the butter product of the cow be protected from counterfeiting and fraudulent substitution?

Answer—Until beef largely increases in

value, cows cannot be profitably kept on improved farms for the production of beef alone. Counterfeiting, and thereby substitution of low priced intestinal fats and vegetable oils for genuine butter means the passing of the cow from many American farms. With her passes the mother of the beef steer, and the farmer's mainstay in his effort to maintain the fertility of his farm. The results will be higher prices for beef, lower acre production of grains, and ultimately higher priced butter substitutes.

Question—What do the farmers ask of congress?

Answer—That butter substitutes be made to stand upon their own bottom; to sell upon their own merit; to cease counterfeiting butter; and to appear in their own inherit

and distinctive color. Only in this way can the admitted rights of the producers of butter, and the persons who elect to consume butter be protected.—N. P. Hull, secretary National Dairy Union, Dimondale, Mich.

The Sunshine Creamery Company of Albuquerque, N. M., has let the contract for its new building, which will be complete, modern and sanitary.

The Benson Dairy Company, which is located at Benson, Iowa, has re-incorporated for 20 years with a capital stock of \$4,000. This is a successful Iowa plant.

A new refrigerator is to be installed at the Rapidan, Minn., creamery.

More States Heard From

Maine State Dairy Conference, held at Lewiston, Me., Dec. 3, 1913—Skowhegan Jersey Cry. Co., Skowhegan, Me., First Prize on Creamery Butter. Used Worcester Salt.

Vermont Dairymen's Association, Convention held at Rutland, Vt., Jan. 6-8, 1914—S. L. Harris, Proctor, Vt., Gold Medal and Sweepstakes Cup. Used Worcester Salt. Score 97½.

Connecticut Dairy Meeting, held at Hartford, Conn., Jan. 21-22, 1914—Winsted and Simsbury Creameries tied for highest score. Both used Worcester Salt.

Pennsylvania State Dairy Exhibit, Harrisburg, Jan. 20-22, 1914—Robert Quick made highest score. He used Worcester Salt.

Missouri State Dairymen's Association, Convention held at Columbia, Mo., Jan. 15-16, 1914—Holden Cry. Co., Holden, Mo., took First Prize. They used Worcester Salt.

Illinois State Dairymen's Convention, held at Freeport, Jan. 27-29, 1914—F. T. Lockwood, Danville, Minn., won first prize. He used Worcester Salt.

Minnesota State Dairymen's Association, Convention held at Willmar, Minn., Jan. 23, 1914—The Litchfield Cry. Co., Litchfield, Minn., made highest score—95¼. They used Worcester Salt.

New Hampshire Dairymen's Meeting, Concord, N. H., Feb. 12-14, 1914—Cornish Creamery, Cornish Flat, N. H., made highest score—96. Used Worcester Salt.

All tell the same story—"Used Worcester Salt"—the salt for best results. Remember

*It Takes the
To Make the* **BEST**

Worcester Salt Company

Largest Producers of High Grade Salt in the World

NEW YORK

What a Certain Machine Does to Milk

The homogenizer is a machine which breaks up the fat or cream particles of milk, so separating them into such minute globules that they do not rise to the top but remain scattered throughout the milk, making the milk uniform in quality. For certain uses a milk of this kind is greatly desired.

In a cleaning material it is also very essential that none of the particles be lighter or heavier than others, otherwise the top of a barrel would have a different cleaning value than the part at the bottom. In the manufacture of



this was one of the first principles considered and every barrel of this remarkable cleaner is made uniform. In terms as applied to the above condition of milk, every barrel of Wyandotte Dairyman's Cleaner and Cleanser is made homogeneous. The top, bottom and middle of every barrel has equal cleaning value. This gives Wyandotte Dairyman's Cleaner and Cleanser a reliability that makes it by far the safest, surest and most satisfactory cleaner for all factory cleaning needs when it is known that the quality of its cleaning is positively sanitary. Order from your dairy supply house.

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THE J. B. FORD COMPANY, Sole Mfrs.
WYANDOTTE, MICH., U. S. A.

This Cleaner has been awarded the highest prize wherever exhibited.

The Illinois Contest

The February scoring contest for Illinois buttermakers was held at the College of Agriculture, Urbana, February 27th. There were 17 entries and more than the usual number showed high quality. A comparison of the method blanks with scores given brings out the fact that with every tub of butter scoring 90 or above, starter had been used in the cream. The amount used varied from 3 to 50 per cent. The buttermaker using the small amount of starter ripened the pasteurized cream at 76 degrees, and the average score of this butter was 91.8. The buttermaker who used 50 per cent starter ripened the raw cream at 74 degrees Fahrenheit, and the score received was 94.5. In both cases whole-milk and cream were received.

The butter receiving the highest score was made by C. L. Jacobsen of Alexis, and his average score was 94.8. Hand separator cream was used. The cream was pasteurized at a temperature of 148 degrees Fahrenheit for 30 minutes; 27 per cent of starter was added and the cream was ripened for three hours at 72 degrees. More salt would have improved this butter.

Get more for your Butter

Butter that is left open to dust, dirt and bacteria becomes quickly rancid. You can't get top prices for it.

Paterson Pioneer Parchment Paper

Will keep your butter clean, fresh and sweet. You'll get more for it—and it will be worth it. Write for free book, "Better Butter."



THE PATERSON PARCHMENT PAPER CO.
 42 Eighth Street
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 N. J.

Should the buttermaker desire to incorporate more salt he should use less water with the salt. With small churnings of approximately 200 pounds of fat, half as much water as salt gives the desired results when the 10 per cent method is used. If there is 14 per cent of moisture in butter the amount will dissolve 3.7 per cent salt, and added water in salting, no doubt, cuts down the per cent of salt in butter when the intent is for higher salt. In every case the method blanks and butter analysis show that the buttermakers incorporating 3 per cent or more of salt are using the dry salting method. With the wet salting few defects may result in the finished product, but the results show a lower percentage incorporated with the initial use of a greater rate of salt. This is not stated in disparagement of the wet salting, but the method is not well enough understood for general practice. When the same rate of salt and water is added for large or small churnings uniform results cannot be secured.

The average score of all the butter was 91.34, being the highest average of any contest held at the college. The highest moisture content was 16.32, and the lowest 12.75 per cent. The butter was scored in the presence of the creamery short course students, and J. B. Newman, assistant state dairy commissioner, was present. The butter judges were F. A. Jorgensen, H. A. Ruehe and L. R. Lang.

Following are the contestants whose butter received a score of 90 or above:

C. L. Jacobsen, Alexis.....	94.8
W. T. Conway, Troy Center, Wis.....	94.5
Richmond Bros., Waterman.....	93.1
M. H. Anderson, Big Rock.....	92.66
W. R. Olinger, Rossville.....	92
W. R. Gilbert, Nokomis.....	92
A. J. Spohn, Morrison.....	91.8
H. W. Van Dyke, Manito.....	91.66
N. Muller, Barry.....	91
Geo. J. Deardorf, Amboy.....	90.15
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This report was kindly furnished The Creamery Journal by L. R. Lang, University of Illinois, Department of Dairy Husbandry, Division of Dairy Manufactures.

The Clarion, Iowa, creamery is now open. A very commodious and fully equipped creamery has been erected near the Great Western depot.

A Successful Year

Report of the Farmers' Co-operative Creamery Company of Pelican Rapids, Minn., from January 1, 1913, to December 31, 1913:

Total pounds of cream received..	819,984
Total pounds of starter milk.....	62,664
Average test of cream	31.35
Average test of milk	3.70
Total pounds of butter-fat received	256,840
Total pounds of butter made and sold	315,314
Total pounds of overrun.....	58,474
Per cent of overrun	22.76
Price paid for butter-fat to patrons (net)	31.52c
Net price received for butter....	29.27c
Cost for manufacturing per pound of butter	1.74c

Receipts.

Balance from last year	\$ 253.18
Received for butter shipped and sold	88,893.86
Received for butter sold to patrons	1,059.88
Received from sale of butter-milk etc.	74.28

Total receipts\$90,281.20

Disbursements.

Paid to patrons, including butter, starter milk, etc.	\$82,225.06
Paid into sinking fund	2,568.40
Paid for buttermaker and helpers' salaries	2,145.10
Paid for secretary and officers salaries	412.10
Paid for fuel	506.65
Paid for tubs and other packages	1,606.42
Paid for salt	168.60
Paid for color	25.50
Paid for oil	24.00
Paid for ice	125.00
Paid for freight and drayage.....	172.33
Paid for incidentals, liners, paper, acid, test bottles and stationery	258.09
Paid for telephone, light	43.95

Total expenditures\$90,281.20

—W. W. Sherman, secretary; M. Sorensen, manager.



R. E. Clemmons, Burt, Iowa.

Newly elected president of the Iowa Buttermakers' Association. Mr. Clemmons is one of Iowa's most progressive buttermakers. He is an enthusiastic worker and has great faith in Iowa and its buttermakers' association. He is in charge of one of Iowa's best creameries. Mr. Clemmons asks for the hearty support of every buttermaker in Iowa.

2 Cents a Pound Easily Made

The difference between the two shipments referred to in the letter below was that one shipment was made with starter and the other without. This was the second time in two weeks this creamery had the experience that only by using starter a raise of 2 to 4 cents a pound would take place. It goes without saying that hereafter this creamery does not miss adding the starter every day.

January 31, 1914.

Gentlemen:

Your shipment of butter received yesterday; 13 tubs scored 91 and we are paying for them at full price, that is, 27½¢ Chicago; the five tubs of the 21st date only scored 89, being quite stale.

Now the market here on this grade of butter is all the way from 22 to 25c, but we were fortunate enough to dispose of some of these lots to one of our eastern managers at from 25 to 26c and we can remit for these five tubs at 25½¢ Chicago and break even.

Trust that our action will meet with your approval and hope your next lot will all be up to standard for we dislike making these cuts in price as much as you dislike to have us.

Very truly yours,
Purchasing Department.

The best way of making money in the creamery business is to use a starter made from **Ericsson's Butter Culture**. Try it.

ELOV ERICSSON CO., 1098 Lexington Ave., St. Paul, Minn.

Dairying On Old Battlefields

By GEORGE H. DACY

The rejuvenation of worn-out land by the intensive practice of dairying is both practical and profitable. Reclaiming loafer fields by the culture and turning under of green crops is an expensive proposition available only to those possessed of considerable reserve capital. Generally fields that have been too strenuously cropped are deficient in organic matter and phosphoric acid while they need lime to neutralize any acid tendencies that may develop. Improvement along this line takes time and money. The owner is realizing relatively no profit from his place. That is why so many observant countrymen are exponents of modern milk-farming.

Sections of northern Virginia typically represent the benefits that accrue to the individual farmer who milks cows for a living. Every school child knows about the battles of The Wilderness, Three Pines and the memorable events that occurred along the banks of the Rappahannock during the Civil War. Probably but a very few know that this region of the Old Dominion which was so sorely devastated during those days of strife and contention is now developing into a promising dairy section. Such is the case. The battle fields over which our fathers fought are at present being used as pastures for dairy cows. The gentle moo of the cow now re-echoes where the screech of shells and the crackle of small arms were heard during the early sixties.

The Virginia farmer that has hitched his wagon to the dairy cow is getting there.

He is distancing his neighbors who still pursue grain farming. He is improving his land and padding his pocketbook. The significance of successful dairying is just being appreciated in Virginia. Erstwhile grain croppers, beef feeders and horsemen are beginning to pay fitting homage to the dairy cow. During the last decade five or six co-operative creameries have been started. In the main they have been successful and the agricultural conditions in the communities where the plants are located have been measurably improved.

At Remington is located one of the leading farmer's factories. Inaugurated four years ago it has rapidly gained strength. It is one of the leading agricultural industries of Fauquier county. When the creamery was started "cows were cows" in the neighborhood irrespective of breeding, feeding or production. Milk animals could be had for \$20 to \$25 apiece. Some were good; others were bad; many were indifferent. Today conditions are changed. It now requires \$65 to \$80 to buy most any kind of a cow around Remington. Where grades and pure bred were formerly in the minority at present animals of this quality predominate. The co-operative factory has influenced this transformation. It has doubled the price of cows and correspondingly improved their quality and production; it has taught the farmers to grow better crops to feed to better cows to make them more money.

The story of the success of the Rem-

ington creamery doubtless will prove in no wise out of the ordinary for the farmer who lives in a good dairy country. However considering that this plant has made good in a region that was about wiped off the map so far as finances and productive soil were concerned during the Civil War and considering that it has changed the type of farming practiced in its vicinity, its results are of more than passing significance.

At present the Remington creamery has 63 patrons who are marketing daily 140 gallons of 20 per cent cream. The bulk of this cream is produced within a five-mile radius of the town. Although the factory was started without idea of catering to outside shippers, dairymen in the neighboring country have not been slow to appreciate the value of the co-operative concern. One farmer that milks about 60 grade and pure bred Holsteins ships his cream in the neighborhood of 60 miles in order that he may benefit by the premium prices paid at Remington for butter-fat.

This creamery was established in 1910 with 11 patrons, only four of whom had previously had much experience in milk farming. The first year the gross receipts aggregated \$17,000, while in 1912 they had increased to \$47,000. The income of that year exceeded by \$10,000 that of the preceding 12 months. Recently the capital stock has been increased from \$10,000 to \$15,000. The plan of operation under which the plant is run consists of deducting 10 per cent from the gross income to pay the running expenses. A hired manager is in complete charge of the creamery and much of the success of the project is due to his sound experience and untiring effort.

The average gross price paid for butter-fat during 1912 was 45.2c. This figure per pound of fat netted the farmer about 40.7c.

Read What A. E. Paulsen Says About Hauk's Emulser

California Central Creameries
CHICAGO OFFICE

February 26, 1914.

B. RILEY HAUK SUPPLY CO.
115 S. Main St., St. Louis, Mo.

Gentlemen:

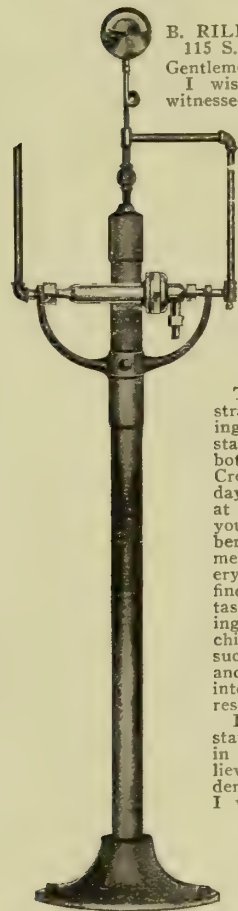
I wish to say that I recently witnessed a demonstration of the Hauk's Emulser in your city, taking place at the Jersey Farm Dairy Company's plant, with an Emulser that had been in operation at this plant for several months. The ingredients used were Unsalted Butter, Golden State Dry Skim Milk and Water. Same were mixed and heated to a temperature of 145 degrees, mixed for about twenty minutes and then put through the Emulser at a steam pressure of sixty pounds.

The results of this demonstration were really astonishing to me, and I wish to state that I took several pint bottles of this Sweet Butter Cream and held it for a few days and used same in coffee at a well known restaurant in your city, and asked a number of people to pass judgment on same. Each and every one stated that it was the finest cream they had ever tasted, which I think is speaking very highly of your machine, when it will produce such perfect goods. The balance of the batch was made into Ice Cream with excellent results.

In conclusion, I wish to state that I have no hesitancy in stating that I firmly believe that you have a wonderful machine, and as far as I was able to determine, the goods made with the Emulser were equal to any product of this kind that I ever saw. At any time you wish to refer customers to me I would be only too glad to tell them the results I have seen, and I wish to congratulate you on having perfected this device to such a high degree of efficiency.

Yours very truly,
A. E. PAULSEN,
Resident Mgr.

Send for Descriptive
Price List



\$50

Capacity 160 to
200 Gallons
Per Hour

B. Riley Hauk Supply Co.,

Manufacturers and Dealers in Machinery and Supplies for the Creamery, Dairy and Ice Cream Maker

115 to 123 So. First Street, St. Louis, Mo.

During the same year the leading creameries in Washington were averaging approximately 34c per pound for butter-fat. The first year the Remington creamery paid an average price of 38.3c for fat. The next year it allowed its patrons 42c per pound while the following 12 months it returned 45.2c and last year it paid 44.7c.

About 700 cows are engaged in producing cream that is marketed at the factory. This means that on every milk farm numbers of calves and hogs are being raised. Four years ago the average farmer in this vicinity was wholly unfamiliar with milk record sheets. Many of them had never heard of testing a cow to determine her fat production or to ascertain whether or not the animal was afflicted with tuberculosis. Now the majority of the farmers keep track of the milk and fat production of their milch cows; they feed the animals rations that in-

duce a generous flow of milk instead of barely maintaining the cows on a dietary of corn fodder, corn and weedy hay.

For a while the creamery converted the cream into butter but recently the price of cream in Washington has been so high that it was more profitable to sell the cream in its original form. Farmers that market cream at Remington are subject to the Washington inspection rules. Their barns must be modern—equipped with efficient ventilating and lighting systems while they must be provided with concrete floors and gutters. The milk must be produced under as nearly sanitary conditions as are working-ly possible on the average dairy farm.

Remington cows must also be tuberculin tested. Formerly the state law provided that all condemned cows should be paid for out of state funds on the basis of 60 per cent of the appraised valuation of the animals. This measure proved ineffectual on account of the shortage of state funds. At present condemned animals are handled in the same manner as they are in the District of Columbia. A federal inspector examines the meat of the affected animal and the owner is allowed to market all of the meat that passes this inspection. In this way the owner of the condemned cow is able to realize some revenue from the animal subsequent to her slaughter.

The introduction of modern dairying into Fauquier county has come hand in hand with the advent of the silo. Dairymen as well as beef feeders are rapidly availing themselves of the opportunity of saving all of their corn crop in a more valuable form by the use of silos. Within a three-mile radius of this creamery more than 30 silos have been erected during the last five years. Another striking testimonial to prosperity in this district is the size and character of the farm buildings. The dairy barns are commodious and up-to-date. Even though the price of sand is very high (10 to 12c per bushel) a number of the farmers are using concrete construction on an extensive scale.

The accomplishments of the Remington creamery are manifold. It has been sponsor for progressive dairying to the end that it has developed milk-farming into a most profitable occupation. It has aided the local farmers in marketing their dairy products. It has educated the farmers to modern agricultural methods and practices. It has been one of the trail-blazers, one of the pioneers whose efforts will help to develop Virginia into a leading dairy state. With her propitious climate, her ready accessibility to leading markets, her comparatively cheap lands that in many instances must be well managed in order to pay profitable dividends and with her fairly abundant supply of cheap labor the Old Dominion offers milk farming opportunities surpassed by but few states.

Virginia needs more enterprises of a co-operative nature such as the farmer's factory at Remington. The state should offer attractive inducements to northern dairymen so that experienced milkmen may immigrate to the Old Dominion. With a few skilled and schooled dairymen of this type scattered over the state it would not be long before added impetus would be given to the slogan, "Dairy cows for every Virginia farm." The city of Washington is one of the best market milk centers in the country. Premium prices are paid for high quality goods while mediocre products command above average prices.

As a rule native cows are of poor quality and low production. Under-feeding and too much in-and-in-breeding have brought this about. Half-starved, under-sized Jerseys, beefy Shorthorns, coarse, unprofitable types of Durhams and mongrels and scrubs of in-

ter-mixed breeding are all too common. For one good cow that a person will see he will look at 10 poor ones. The rising popularity of the dairy industry is partially remedying this difficulty. Farmers are learning to cull the boarders from their herds. They are appreciating the importance of using a pure bred bull and the need for infusing foreign blood into their herds at stated intervals.

In all the dairy districts of Virginia the Holstein breed is making friends. In the butter and cream regions the Guernsey is being introduced while the better type of native Jersey is being favored. A few herds of Ayrshires are also maintained in the state. As soon as the so-called dual purpose types of animals are eliminated from the dairy districts, as soon as economical production becomes a by-word on every Old Dominion milk farm, as soon as up-to-date dairying has been popularized as a most profitable branch of agriculture throughout the state, Virginia will begin to progress as a natural dairying section of agricultural America.

Iowa Buttermakers' Association

SECRETARY'S REPORT.

Receipts.

Balance on hand last report.....	\$ 705.13
Dairy Record	5.00
Lambly & Alpaugh	10.00
Fox River Butter Co.	10.00
Diamond Crystal Salt.....	10.00
W. B. A. Jergens.....	10.00
Membership	1.00
Spurbeck, Lambert & Co.....	15.00
De Laval Separator Co.....	5.00
Alfred Anderson	10.00
Martin Meyer	5.00
New York Produce Review.....	15.00
Standard Oil Co.....	1.00
Membership	154.00
Milwaukee Cleanser Co.....	5.00
Cedar Rapids Commercial Club.....	200.00
J. G. Cherry Co.....	100.00
B. S. Pearsall Butter Co., for butter.....	855.75
Worcester Salt Co.....	10.00
Hunter, Walton & Co.....	5.00
Hawkeye Oil Co.....	5.00
Spurbeck Lambert	20.00
Creamery Package Mfg. Co.....	20.00
Gude Bros. Kieffer Co.....	40.00
De Laval Separator Co.....	25.00
W. G. Haire Co.....	5.00
Wells Richardson Co.....	10.00
Pittit & Reed	10.00
Martin Meyer	10.00
Alfred Anderson	5.00
Dairy Record	10.00
The Preservative Mfg. Co.....	5.00
Worcester Salt Co.....	10.00
D. C. Salt Co.....	10.00
Fredrick L. Lowenfels.....	5.00
Lambly & Alpaugh.....	10.00
Great Atlantic & Pacific Tea Co.....	10.00
Butter, Cheese and Egg Journal.....	5.00
Merrill & Eldridge	10.00
Membership	1.00
Colonial Salt Co.....	10.00
Johnston & Coughlin	10.00
Membership	1.00
Interest	16.00
Interest	8.00

Total\$2,412.88

Disbursements.

Schauke & Co., bonds.....	\$ 7.50
Roy R. Clark, printing.....	11.45
St. Louis Button Co., badges.....	72.00
Fred L. Kimball Co., printing.....	14.60
C. N. Hart, expense to committee meeting.....	5.80
U. S. Express Co., express on butter.....	11.16
J. J. Brunner, expense, postage, etc.....	58.55
W. E. Mittlestadt, expense to committee meeting	3.34
L. P. Anderson, expense to committee meeting	8.56
J. J. Brunner, salary.....	150.00
Wells Fargo Ex. Co., express on butter....	17.95
T. E. Culp, railroad fare to Cedar Rapids..	14.74
J. C. Joslin, railroad fare to Cedar Rapids..	9.02
W. P. Kernen, for hiring dray and cleaning butter room	7.40
Pro rata fund	800.00
American Express Co., express on butter...	14.80
Roland McCurdy, medals.....	64.00
Shanke & Co., bonds.....	12.30
Creamery Package Mfg. Co., triers.....	13.25
F. L. Kimball Co., printing.....	147.10
E. T. Sadler, reporting convention.....	50.00
Iowa State Dairy Association, one of educational contest medals	43.50

Total\$1,537.02
Balance on hand.....\$ 875.86

Iowa-Michigan Prize-Winners Users of *Chr. Hansen's Butter Color and Lactic Ferment Culture*

Iowa Buttermakers' Association Ft. Dodge, 1914.

First prize score 95.09, eight months' average, H. S. cream, won by F. D. Warner, Northwood, using Chr. Hansen's Butter Color. The color of quality.

Michigan Buttermakers' Association Grand Rapids, 1914.

First prize score 96, won by Edward Winters, Mt. Clemmens, using Chr. Hansen's Lactic Ferment Culture.

It pays to use both Chr. Hansen's Danish butter color as well as Chr. Hansen's Lactic Ferment Culture. Both are known to be of the highest quality, and produce in butter the highest flavor and greatest keeping quality.

CHR. HANSEN'S LABORATORY LITTLE FALLS, N. Y.

THE MARKETS CHICAGO.

Butter Market Very Dull—Usual Shortage of Fancy Goods.

[By The Creamery Journal Staff Correspondent.]

Little improvement can be noted in the butter market during the past month. If anything the price has been inclined to seek a lower level. For instance, the present week opened with the figure 1c lower than the close of last week. Before the week was over the price dropped another cent. The trading lacks snap, and the market is in a generally poor condition. Receipts have been fair, but the usual shortage of extra fancy creamery continues. Few buyers have been in the market from the outside, and most of the sales which were made in the cellars were small.

The better weather has greased the machinery of transportation, and for that reason the receipts have been something better than last month. During the early part of the month, however, continued storms caused a bunch of trouble in the collection of cream by the creameries, according to local distributors, and this was noticed in the character of the butter which came to the market.

"I think I can see some improvement in the quality of the butter which is now coming to the street over that of several weeks ago," said George Linn, prominent local distributor of "Holland Brand" butter in packages, "but I will repeat what I have preached many times before, namely, that the creameries must take more care in the matter of regular collections than they have in the past. Too much butter is coming to

the market which is perfect so far as body and the other details of manufacture are concerned, but which has the tell-tale old cream flavor caused by irregular collection of cream. From all that I can learn the quality of the milk this winter has been better than for some seasons, since the cows were brought into shelter a few months ago, and for that reason the country buttermakers in the creameries have had an excellent chance to make butter which will score high. Perhaps they are making that sort, but if they are only a small portion is coming to this market."

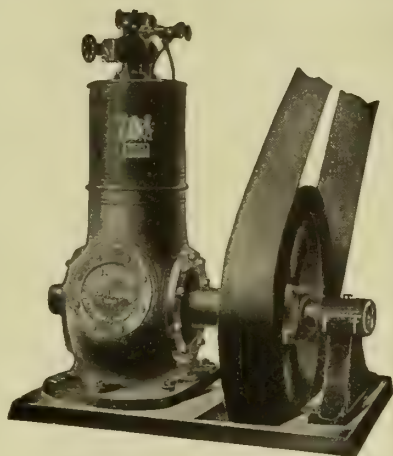
Notes.

Intense excitement has been caused here among buttermen over the trial of John F. Jelke and 12 others associated with him in the manufacture of oleomargarine, who are charged under a federal indictment with inducing retailers to sell their product after the retailers have added coloring matter furnished in a secret manner by the oleomargarine manufacturers. Through this system the government claims that it has been defrauded out of the 10c per pound tax which is levied on this sort of butter substitute. Many persons have testified both for and against the oleo manufacturers, and more than a ton of records has been introduced into the case. The outcome of the case is not yet in sight, and the chances are that the litigation will follow the usual course in such cases, and that no decision will be given for some time to come. The array of legal talent on both sides is the best that money can hire. The oleo manufacturers, in view of the present aroused attitude of the government, know that they are in a tight hole, and must make an endless muddle of the proceedings if they wish to escape conviction.

Indications now point to a compromise in the case of the government against the Elgin Board of Trade, according to a statement made several days ago by District Attorney James H. Wilkerson. Several prominent buttermen on the street have told the writer that a compromise which would take the case out of the courts might be expected in the near future. The board is accused of being a conspiracy in violation of the Sherman anti-trust law, as the trade is aware. During the past two weeks the federal grand jury has examined a number of witnesses in the case. A petition setting forth at length the points which are alleged to be violations of the law was argued last week before Federal Judge Landis. Much significance is attached by buttermen to the fact that District Attorney Wilkerson has taken a trip to Washington during the past few days. This is taken to mean that a compromise of the case is in sight.

On the other hand the case against the Chicago Butter and Egg Board, which is also under the displeasure of the government for the same reason, took a new turn last week when Albert G. Welch, special district attorney for the prosecution, sought to have Judge Landis enjoin the board from continuing its activities. The case of the government against the board has been closed and the next move will come from Judge Landis, who will hand down an opinion in the case in the near future. The claim of the government throughout the proceedings has been that the board advertised false prices which have been mistaken by dealers for actual values, and that in this manner the board has been able to control the market. The suit was begun some months ago, as reported in The

You'll Be Independent



Our Belt Driven Compressor

of a short ice supply and high prices if you install a

BAKER Refrigerating Plant

You'll also have refrigeration superior to anything you have ever before experienced.

Write for Bulletin No. 24

BAKER ICE MACHINE CO.
OMAHA, NEB.

Creamery Journal, when an injunction against the board was reported favorably before Master-in-Chancery Charles Morrison.

The B. S. Pearsall Butter Co., of Elgin, Ill., is giving out as a souvenir a fine chart of the butter market for the past 14 years.

The report of the municipal markets commission, which has been snooping around the street for some time to get information about the high cost of living, will be ready in the near future. It is said that the report will ask for the establishment of a municipal market.

PHILADELPHIA.

Increased Receipts Cause Decline — Foreign Butter Noticeable.

[By The Creamery Journal Staff Correspondent.]

With the transportation facilities about straightened out, the receipts have been coming forward quite liberally, and at the

opening of this week, March 10th, the market declined 1c; on Tuesday, under weaker outside advices, quotations dropped another cent, and on Wednesday sellers generally were willing to shade prices to effect sales except with the grades suitable for the best trade, which from their scarcity are able to command the outside figures. The situation has been weak all down the line, and with other markets lower and the reported holdings March 1st, over 19,000,000 pounds, conditions are depressing to the trade and sellers are anxious to place arrivals.

Though the increase in the supplies of fresh extra is only gradual, yet at this date, March 12th, there is considerably more offered than at the first of the month, and buyers, with more to choose from, are shopping around. This grade is freely offered at 30c, however 29c was the trading basis on long lines on Wednesday and Thursday. Fresh, both of firsts and seconds, has a fair

movement at the revised quotations, the range from the irregular quality being wide, firsts 28c and seconds 24c—altogether these grades are under fairly good control.

Storage creamery is being pressed for sale. Owing to frequent cullings there is little good stock left but the lower grades are still plentiful and with some showing age, it is hard to place them, though holders are quite willing to accept any reasonable figures.

Fresh made ladles have a small outlet with prices ranging from 19@20c per pound.

Packing stock is coming forward more freely and selling from 15@18c as to quality.

Foreign Butter.

The New Zealand butter with its clean, waxy, dry and heavy body is fast making a place for itself on this market. It sold this week to the trade at 30½c and the cost is reported to be 29½c f. o. b. Philadelphia. One of our oldest and largest houses is importing this product and it must be getting some butter as it has forwarded a draft for \$10,000, the exporter requiring the cash to accompany each order. This is the flush of the milk season in New Zealand and the butter is strictly fancy, made from whole-milk. It is packed in neat, clean, white wood boxes, each containing 56 pounds net (full weight) and bears a registered number.

NEW YORK.

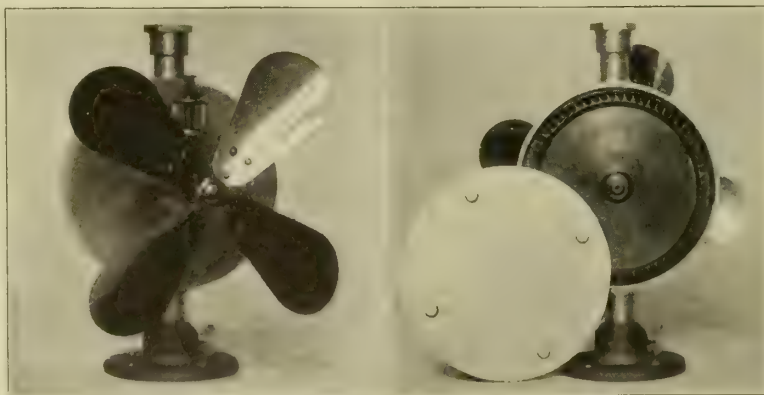
Market Critical—Storers Will Lose Money —Trading Light—Receipts Heavy.

[By The Creamery Journal Staff Correspondent.]

This is a critical time in the butter trade. The warehouse report showing over 11,000,000 pounds excess on March 1st has given the owners a shock. They have known all along that they were compelled to lose money on held butter but they hoped, almost against hope, that they would get out on the rise, after butter went down a few weeks ago. It now looks as though it would go even lower than it did on the other break. The general talk in the trade here is 25c or lower for June goods. The quantity of fine June stock held in the coolers is small compared to the total holdings. Receivers here say that the bulk of the stock in the coolers is packing stock with considerable process.

Trading has been light and receipts heavy, when the weather conditions are taken into consideration. For three weeks New York City has been covered with two feet of snow and it has been impossible to make deliveries promptly or to haul stock from the docks. Jobbers have been slow to buy because they were afraid of prompt deliveries and in many instances would make purchases only on assurances that deliveries would be made in season for distribution. Jobbers are complaining that the consumption of butter is less than ordinary at this season of the year.

One of the depressing effects on the market is the amount of foreign butter not only here but throughout the United States. The Russian butter which comes in 112-pound casks is in evidence every day, considerable quantities of which are held by big receivers and it is difficult to clean up. The butter shows a loss and there is a great pressure to get it into consumption. The Russian butter is quite free of moisture and as a rule some of it is as good, if not better than held Junes. It is the medium grades of butter that are causing the trouble. This is true of both fresh and held. Just what is to become of the large quantities of medium held stock is a serious proposition. Nearly all of the held butter stands to lose 3@5c pound at present quotations. As a



Comfort
Is
Health

Health
Is
Wealth

Still Air
Is
Like
Still
Water

PURE AIR FOR CREAMERIES

No buttermaker should work in a poorly ventilated creamery. This aluminum and brass steam turbine fan fills a long-felt want. Can be run by exhaust steam. Summer will soon be here. Get one of these fans and be comfortable. For descriptive circular and price, write to

WILLIAM MEIER, DENVER, IOWA

F. H. Wehling, Denver, Iowa, Special Representative

rule many of the owners of held butter made big profits in eggs during the winter and they can stand the loss on butter without inconvenience.

The market opened unsettled this week and has continued so. There has been a decline of $1\frac{1}{2}c$, with prospects of a further decline before the week closes. Fresh butter seems to be in ample supply and the quality is good for winter make. Fresh cows have increased the make, hence the better supply.

There has been much complaint during the past month and this month about the frozen condition of the butter in transit. While butter is kept below freezing in the coolers, it is not good for it to freeze in transit. It affects the flavor and prices are usually off $\frac{1}{2}c$ to $1c$. With the prices down consumption will be larger.

Anything below a fine first is considered an undergrade or draggy and it is that quality of butter that has accumulated. Process men are discouraged. They claim there is no profit ordinarily and that grocers are timid about taking stock, because of possible prosecutions. One of the big chain stores in New York has refused to have any process in any of its stores. Hereafter it has used quite freely of this grade. Packing stock is in ample supply and has been weak for more than a month.

The undergrades of butter from Siberia, Denmark, Australia, and Argentine are having their effect upon the American product. Preparations are being made to import large quantities of this butter in the flush seasons from these foreign countries. A representative of the agricultural department of Russia this week has held hearings here for the purpose of finding out from the receivers what is necessary to put the butter and eggs of that country before the American consumer so as to make them attractive and equal to the American product. As it is now, Russia ships all of its butter in casks of 112 pounds. This representative told members of the trade that Russia would make the American tub if it became necessary to cater to the American consumer. He was emphatic with the proposition that his country had authorized him to investigate the difficulties in America which Russia will have to overcome to make this a profitable market for butter, eggs, cheese, fish and other perishables. He stated that a factory had been erected near St. Petersburg for the sole purpose of making carriers for these perishables as the trade demanded. Someone asked him if there was ashwood in Russia but he did not seem to know.

Records weighing nearly a ton were introduced as evidence by the government recently against John S. Jelke and 12 associates who are on trial on the charge of enabling retailers to sell colored oleomargarine without paying the tax. It is hoped if the parties are guilty, and it seems little doubt that this is true, the penalty in size will be in proportion to the bulk and weight of the evidence.

United States District Attorney James H. Wilkerson of Chicago has been in New York City and Washington recently. The attorney did not seem to be in any great hurry to deny the fact that this trip was in connection with the Elgin Board of Trade matter.

The Waterloo Creamery Company at Magnolia, Iowa, are arranging to install a refrigerating plant.

The creamery at Red Lake Falls, Minn., has opened.

Stop Feeding Butter Fat to the Hogs

—You Can Feed Them BETTER on Food That Costs a Lot Less

RUNNING your cream separator at the wrong speed leaves one-fifth to one-half of the cream in the skim milk which you feed to your hogs. Yet nobody on earth can turn the handle of a separator at the right speed by "guess."

The Stewart Speed Indicator stops all the waste and pays you 20% to 50% more butter-money because it keeps you turning exactly the proper number of revolutions per minute.

The "Kansas Farmer" says—"It is easy to lose the butter-fat (cream) of 2 or 3 cows in a 10 or 12 cow herd by incorrect cream separator turning." Dairymen have lost thousands of dollars just that way. But NOW hundreds of long-headed dairymen are saving the cream they used to waste—saving it by using a Stewart Speed Indicator on their separators. The

Stewart Speed Indicator for Cream Separators

goes on the crankshaft and shows how fast you are turning the crank-handle. The maker of your separator has already told you just how fast to turn it. If he says "55 revolutions" he means just that many—not even one more or one less per minute.

Just Watch the Stewart

Keep your eye on it as you turn the crank-handle. If it says "55," then you are cranking at the rate of 55 revolutions per minute. If it goes above or below that mark you must slow down or speed up, as the case may be. Keep it right there. No counting or timing is ever necessary—the Stewart tells at a glance.

"A Great Saving of Cream"

Walter L. Griffith of Wisconsin writes us: I find that the Stewart Indicator is a great help in many ways. I have found heretofore when separated milk stood, that cream would rise on it, but since using your Indicator there has been absolutely none, which in the cost of a year's time will amount to a great saving of cream. Also the cream gives a higher test and seems to be more even and of a better quality.

One dairyman with 20 cows lost \$524.10 in a year by guessing at the speed he was turning the crank handle. Another dairyman writes that he has 8 cows and that guesswork lost him \$18.50 in one month.

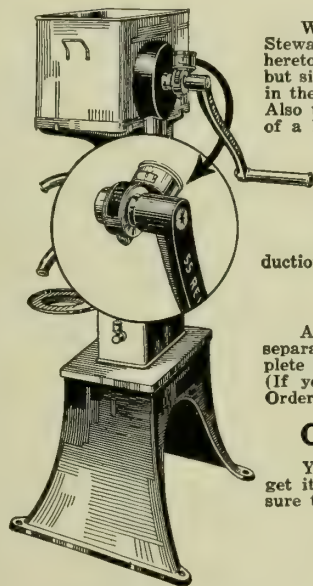
How about YOU? Are you willing to throw cream to the hogs? Put a Stewart Speed Indicator on your separator and watch results. If it does not increase your cream production, then take it back within 30 days and get your money.

Price \$10—Easy To Put On

All you have to do is to tell us the name and number of your separator, and the year it was made. We furnish the Stewart complete on a new crankshaft that you can easily install—all for \$10. (If yours is a De Laval, then no extra crankshaft is necessary.) Order from your dealer or direct from us.

Cream Literature And Butter Book—Free

You ought to have this information right now—and you can get it free by filling out and mailing the coupon below to us. Be sure to send us the coupon today.



For sale by Agricultural Implement and Hardware dealers all over the world.

Stewart-Warner Speedometer Corporation,
121 Diversey Blvd., Chicago, Ill.

Please send me, free, all your literature on Cream Production and the books about the Stewart Speed Indicator for Cream Separators.

My name is.....

My address..... State.....

Shall Iowa Brand Her Butter?

THE CREAMERY SCORE CARD

At the recent convention of the Iowa Buttermakers' Association held at Fort Dodge, Prof. Mortensen, in his address, first broached the subject of a brand for Iowa made butter. The idea seems to have been first suggested by Mr. Crowley, of the dairy and food department, and had been considered by Prof. Mortensen before the convention. "A lot of people know what Iowa butter is as regards quality, but they have never known when they ate Iowa butter. We believe if people know about Iowa-made butter they will not eat oleo. Furthermore, you are all aware of the difference there has been recently between extras and firsts or seconds. I know a creamery

that, when the market was $36@37c$, was selling its butter at $24c$. Certainly something has to be done at that place. I find that this year from January 31st to February 10th the average quotation of New York extras was $27.27c$. For the same period a year ago it was $37.5c$. The year before that it was $34.7c$, and the year before that it was $28c$; in 1910, for the same period, it was $30.1c$ and in 1909, $31.05c$. Something must be done to advertise our butter. You know a product can be so advertised that people will believe it is twice as good as it really is. A butter merchant in the east started his butter in this way. He started

(Continued on page 15.)

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, MARCH 15, 1914.

THE REASON FOR QUALITY.

Judging from some of the butter which is sent to the markets by a great many creameries, one would think that the buttermakers suppose the consumer to be absolutely void of the sense of taste, as well as the sense of smell. No doubt the manufacturers of such butter really believe that the consumer will take such a product and never question its purity and cleanliness. But is this really the case? In order to answer this question intelligently, one should hear the remarks made by consumers. Perhaps there is no one any better able to answer this than the retail butter merchant.

We will admit that there are many people who seem to be unable to tell good butter from poor, but this does not apply to the majority. There are many people who are very anxious to get the best article possible, and unless the article is up to standard the retail merchant will no doubt hear from it and perhaps lose customers. For, as a matter of fact, there is nothing which tries the patience of a particular customer as does bad butter or bad meat. In either of these articles, the price is, from the consumer's standpoint, higher than he really sees any need of, and when the quality is not there, he blames every one connected with that particular industry. This is not to be wondered at when you take into consideration the fact that the consumer is really the only one who suffers from inferior quality. All along the line, butter is handled for profit until it reaches the consumer. If he does not have the right to demand quality, certainly no one has. If the

quality is not there he is the one who feels that he has been imposed upon, and rightfully.

The class which is unable to tell good butter from poor is, just as likely, willing to accept a substitute as the real article. This is not only a customer lost by the butter merchant but a customer lost by the butter producer. Butter substitutes are so highly advertised and their advertisements so cunningly devised that the public, looking for an economical food product, is naturally inclined to believe that there is virtue in these substitutes, and if, when tried, they satisfy, it is quite certain that the substitute will take the place of genuine butter, whether the butter be good or poor. The principal reason for the sale of substitutes is that the consumer would just as soon have it as poor butter and it is much cheaper. Many get a substitute when they think they are getting butter.

But the class which is able to tell the marked difference between poor butter and good butter will either seek for a better class of goods than that which his local dealer sends out, in case it is poor, or he will use less. Many are willing to pay for good butter so long as they can feel sure of its quality. This fact should be a strong incentive for our American creameries to appreciate the need of making better butter.

There is considerably more difference between the price of good and poor butter than there was a year or so ago, but still the difference is not enough. The price for poor butter should be at least 10 or 12c below the price of extras. Creameries would thus be forced to make good butter. The consumers are waking up to the truth that there is a great deal of difference between good and poor butter and are quite willing to pay an equal difference in the price.

If the consumer is willing to pay the price for good butter—and there isn't a butter dealer in any of our large markets who will contradict it—then it ought to be the ambition of every creamery manager, buttermaker and farmer to produce that quality. If the quality is not raised, a lesser quantity will be consumed and the price will be lowered.

The amount of butter substitutes being consumed is appalling, and we venture the statement that 75 per cent of this volume is caused by the consumer being driven to substitutes because of poor butter.

The producer of cream will sooner or later learn the lesson, but it is much better to prevent an injury than to treat one. Creamery managers should send out to each patron a circular or letter explaining in simple words the present situation and appealing to them to deliver a higher quality of raw material. There must be personal education.

We must have better quality, but we'll never get it until all those connected with the dairy business get busy and produce a quality that will suit the consumer, for he is the one to be pleased. He pays the freight.



The flush will be here before you know it. Every creamery ought to be amply equipped and in full repair before, not after, the rush season.

Adds Profits Without One Cent of Cost

The additional profits which come from the use of DANDELION BRAND BUTTER COLOR are **net**. DANDELION BRAND makes butter bring the top price and adds enough weight to pay for itself.



We guarantee that Dandelion Brand Butter Color is **PURELY VEGETABLE** and that it meets the **FULL REQUIREMENTS OF ALL FOOD LAWS, — STATE AND NATIONAL.**

WELLS & RICHARDSON CO.

Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Shall Iowa Brand Her Butter?

(Continued from page 13.)

a fancy store. He began to advertise that such and such a brand was for sale. The first day nobody came. He said they had to be there before 10 o'clock. Next morning before 10 two pounds were sold. It wasn't long before he sold all his butter at \$1 per pound. Mr. Crowley conceived the idea that we ought to have a trade mark for Iowa butter which can be registered, and we are going to present our ideas to you for consideration. This matter will be handled by the state dairy and food department and has been handled by Mr. Barney so far. The dairy and food inspectors met at Ames and the following score card for creameries was prepared for consideration:

Instructions to Judges.

I. General Appearance of Buildings.

1. Platforms should be considered as to repairs, neatness and sanitation.
2. The location of the outbuildings will not be considered. This will be considered when judging the creamery grounds. Consider the condition of the outbuildings as to the appearance of the building as to neatness of construction, painting and repairs.
3. Consider the outside appearance of the building in reference to painting.
4. The creamery rooms should be well lighted both in the main room and in the engine room. No dark places should be found. The windows should be kept clean.
5. When judging for ventilation special attention should be paid to the efficiency of the ventilating system of the creamery regardless of what system is employed.
6. Consider painting on the inside of the building. The walls should be painted or

whitewashed and should be clean and sanitary.

II. Floors.

The floor should have the proper slope so that it will drain. It should be kept in good repair and in a clean and sanitary condition. Particular attention should be given to the corners of the room and to the floor underneath the machinery. Also see that pipes and rubbish are not left on the floor.

III. Drainage.

Drainage will include the condition of the pipes in the creamery, elimination of sewage gas in the creamery and disposal of sewage outside of the creamery. No odor from the sewage should be noticed close to the creamery. Under this head should also be considered the condition of the butter-milk and skim-milk tanks. If a butter-milk or skim-milk tank is located so that the butter-milk or skim-milk will be drawn on the outside of the building it is preferable that a properly drained cement platform is provided.

IV. Refrigerator.

Consider the sanitation and humidity as well as the temperature at which it is kept. Under sanitation of refrigerator we would include the cleanliness of the floor, walls, and ice bunkers.

V. Machinery and Utensils.

1. The churns should always be free from objectionable odors and should be kept dry on the inside. They should also be clean on the outside, this includes the gearing of the churn as well as the drum.
2. The cream ripeners should be clean and sanitary outside as well as inside. Pay particular attention to the faucets of the cream vats inside and outside and to the gearing of the vats.
3. Notice the sanitation and upkeep

in general. The heating surface of the pasteurizer should be smooth and free from burnt-on milk. No deduction should be made in the score due to the creamery not having certain machinery. It should be judged entirely on the machinery which is installed unless such machinery as is actually needed is not installed.

4. The milk and cream pipes should be so constructed that they can be cleaned thoroughly with brushes and washing powder and they should be cleaned after each time they have been used. Milk, cream, and butter-milk pumps should be cleaned in a similar manner and left apart until they are ready to be used again. Butter paddles and packers should be boiled in hot water, and the butter printer, pails, and dippers should be thoroughly cleaned with hot water and washing powder. Butter paddles, butter printers, churns and other wooden apparatus or utensils used in the creamery should be considered clean if no grease will adhere to the finger nail when it is brought over the wooden surface.

5. The engine should be kept in proper repair. It should be running smoothly. It should be kept clean. The foundation should not be covered with oil or grease. The boiler should be in good repair and not leaking. The water pipes, pumps, and steam pipes should be kept in proper repair.

6. The scales should be kept clean. They should be sensitive and in balance. The test bottles should be standard make, accurate and clean. The sample bottles should be clean and sanitary and properly covered.

7. The water supply should be clean and of good quality. The source of the water supply should be given consideration.

MILWAUKEE CLEANSER WINS AGAIN

Being a CLEANER it is naturally a WINNER

As at the Cedar Rapids State Buttermakers' Convention in 1913, MOST of the TOP NOTCHERS were using the Cleanser that cleans at the time of the Ft. Dodge convention February 18-20, 1914.

In the Whole-milk Class, J. J. Brunner, Strawberry Point, Iowa, captures our first prize, \$10 in gold, with a score of 96½. Carl Hoyland, Lake Mills, Iowa, gets the Barrel of Milwaukee Cleanser, our second prize, with a score of 96, and Wm. Meier, Denver, Iowa, gets our third prize, 100 pounds Milwaukee Cleanser, with a score of 95½.

In the Gathered Cream Class, Herbert Soballe, Coulter, Iowa, gets our second prize, one barrel Milwaukee Cleanser, with a score of 95½.

For Cleaning Floors and Woodwork our DAIRY has no equal; as strong as the strongest and containing no animal fat whatever; is perfectly Sanitary.

Our new WHITE SPECIAL, which is also a superior all round cleanser, is especially adapted for glassware and tinware, containing no fatty acids it will in no way Scum the water, and leaves glassware clean and bright. Our Cleansers contain no worthless fillers; they are cleaners through and through.

IMPORTANT NOTICE—After March 15, 1914, we will positively discontinue our Special 10 per cent Discount. So get your orders in before that date.

Our Cleansers are absolutely GUARANTEED to give satisfaction or money refunded.

THE MILWAUKEE CLEANSER CO.
274 Broadway, Milwaukee, Wis.

J. H. GROMMON General Agent for Iowa and Minnesota
Manchester, Iowa.

steam pipes	4
6. Scales, test bottles, and sample bottles	4
7. Water supply	5
VI. Personal appearance of creamery employees	5
VII. Screening of windows and doors.	5
Total	100

"We believe we can carry this work through for \$25,000 and we believe we can get that amount from the state legislature. It means 1-80 of a cent per pound on the butter sold for two years. Now is the time when Iowa butter needs help, and now is the time if the state is ever going to help the buttermaker. I believe after two years some other method can be provided whereby we can do our own advertising. If we, for instance, could advertise Iowa butter through the Ladies Home Journal and through some of the other national magazines to bring Iowa butter before the consumer, it would mean that ladies all over the country would ask for Iowa butter and they will get it. It means that Iowa butter will be worth an extra cent per pound. Furthermore, by the time the legislature meets we should be in position to have some creameries ready to make this registered brand. It is up to the creameries to say whether they want a trade mark or not. Any creamery can use the brand if they conform to the qualifications, and there is no discrimination in the different systems of operation."

We will print more about this Iowa brand from issue to issue, but urge every Iowa creameryman at this time to consider the matter and write us your ideas for publication in The Creamery Journal. We can't wait until next year's convention to discuss it. What do YOU think?

W. C. I. D. I. A.

The West Central Iowa Dairy Improvement Association, which was organized last fall, held 10 very instructive and interesting meetings this winter, one in each town belonging to the association. At each meeting lectures were given by Prof. Estel, Iowa state dairy expert; T. A. Clark and L. L. Flickinger, of the Iowa State Dairy Commissioners' office, and F. L. Odell, with the government. Large crowds greeted the speakers at each meeting, and the gospel of good dairying was most thoroughly instilled.

In order to not let the enthusiasm die down, the association is following up these meetings with articles in the local press, of which the article, "The Care of Cream," on page 19, is a sample. These articles will, from week to week, touch on the different phases of dairying, but will deal mostly with the care of cream, and the benefits to the producer in producing a good article to the creamery. Next summer we expect to hold a series of picnics over the territory and we hope to be able to produce some lasting results.—H. E. Fowler, Sec'y.

North Dakota Creamery News

There appears to be considerable interest in new creamery enterprises in North Dakota this year as well as in the revival of some that have been closed. There is talk of starting a creamery at Lakota. Several meetings have already been held. Farmers tributary to Beach are also discussing the establishment of a plant or may buy the local plant which has been closed down. There is quite a little agitation around Wembleton in favor of a local co-operative

creamery. At Milton there is considerable talk of re-opening the creamery. The Commercial Club is active in this respect. It is stated that the equipment of the plant there is in very good shape, and also that negotiations are on now with a progressive and practical creameryman to take charge. It looks as if the creamery, which was closed down at Nisbet, may be removed to Hazen.

Illinois Meeting

On March 26th Centralia will be host to the Illinois State Creamerymen's Association. This organization is composed of owners and operators of creameries all over the state whose custom it is to hold a monthly business meeting at some convenient point to confer on all matters, particularly those with reference to the improvement of the quality of butter and the encouragement of the dairy business in general. The business meeting is usually held in the afternoon and some sort of entertainment provided for the visitors. The last meeting was held at Decatur while the poultry and egg men of that state were meeting there. At that time officers were elected as follows: John Nelson, Peoria, president; Louis Nielson, Galesburg, vice-president; F. A. Jorgensen, Champaign, secretary and treasurer.

King Joins McNeill

The information has just been received that Herbert King has recently become interested in C. E. McNeill & Co., whose place of business is 71 West South Water street, Chicago. Mr. King has for a long time been identified with M. L. Brown & Co., of which corporation he was secretary and one of the directors. Mr. King is one of the best known men in the country in his line. He should make a very valuable addition to the present strong firm of C. E. McNeill & Co. Mr. King will be especially in charge of the shipping end of the business.

A. O. Knudson, who has been treasurer and bookkeeper at the Freeborn County (Minn.) Creamery Company since it was established over five years ago, has recently resigned to go into other work.

The Sisseton, S. D., creamery reported having made 58,737 pounds of butter the past year. This butter and the butter-milk brought a total revenue of \$14,581.32.

J. M. Hall, who has been connected with the Swift & Co. plant at Sedalia, Mo., has resigned to succeed E. A. Meyer as manager of Sweet Springs Creamery Co.

NOTICE TO SHIPPERS.

I understand the report is in circulation that I am no longer in the game. It being a fact that the Dairy Shippers Despatch arrangement with the Erie R. R., which has been in vogue the past 14 months, has been disposed of beginning with March 1, 1914, and in the future our identity will be ERIE DESPATCH.

You will please use the Dairy Shippers Despatch routing stamp for all shipments intended for me, until I can call and change them.

Your many kind acts have always been appreciated, and I trust you can consistently continue to favor me, and I assure you that your shipments will receive the same careful attention they have for the past 15 years. With kindest regards.—W. L. Kendall, agent, Cedar Rapids, Iowa.

W. F. Drennen & Co.

BUTTER

37 South Water St., PHILADELPHIA

BOSTON.

Short Supply of High Grade—Consumption Up to Average.

[By The Creamery Journal Staff Correspondent.]

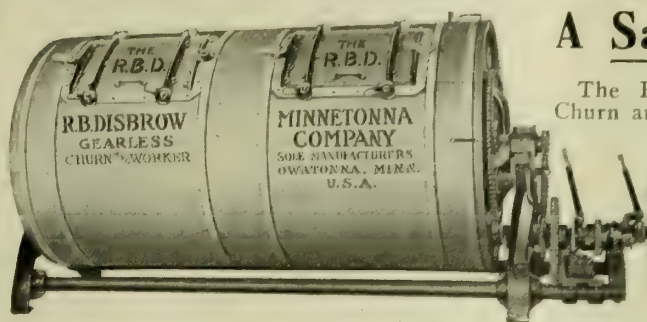
The weather conditions have not interfered so much with the butter situation in Boston as at some other places, and prices have not varied much during the past two weeks. There has been a short supply of high grade fresh creamery, but all other kinds have been fairly plentiful and distributors have been able to keep their customers pretty well supplied. Buyers have operated cautiously, because they have had no confidence in the maintenance of present full values, but they have taken about their usual quantities and the consumption holds up to the average, without showing any decrease. Some decline in prices is looked for just as soon as the transportation lines from the west are in good running order and shipments can come along freely. Receipts in Boston have increased, owing to the arrival of some large invoices from foreign places, and last week's supplies aggregated nearly enough for average consumptive requirements.

For the best grade of fresh creamery during the week 30@31c has been the selling rate, but very little western ranged over 30c. Good firsts have been moving freely on the basis of 28@29c, and receivers say that the bulk of the fresh arrivals from the west can be classed above a first. Seconds command 24@25c, and thirds 21@22c. Grades under firsts are very slow of sale, and quotations are to a great extent nominal. Hardly any demand for ladles or packing stock. Renovated butter in moderate demand at 22@22½c.

The top grades of cold storage creamery are meeting with a fair demand, and command 29@30c, or about as much as choice fresh made. After passing these there is a limited demand and prices take a wide range, say 26@28c for firsts, and 23@24c for seconds. The stock is not going off as fast as holders would like, and they are prepared to make concessions to bona fide customers. The stock is much larger than a year ago, and there is danger of a serious break in values as soon as the fresh make increases. It might all be worked off without much loss were it not for foreign arrivals. The latter have upset all calculations and receivers are at sea in regard to making contracts for next season. The prevailing opinion is that when the stock declines here, it will not pay to bring in supplies from abroad, but this cannot be counted on for a certainty.

"From my viewpoint, I would say that the outlook is not encouraging for high values on butter the coming summer," remarked one of our largest dealers. "We must see how much of the foreign make is likely to come here, before we can tell with any approach to accuracy to what extent our market will be affected. It will not be wise to hold prices high enough to make these imports profitable, but that may mean lower prices than butter manufacturers in this country will want to sell their product for. It is a problem that can not be solved at present, and I suppose we can only play a waiting game, something in the same way that our administration in Washington has adopted in regard to Mexico."

While we are waiting and watching, it will be well to carefully study our statistics. For the past week receipts at Boston aggregated 1,163,740 pounds against 654,965 pounds the previous week, and

**A Sanitary Churn**

The R. B. Disbrow Combined Churn and Butterworker is a two-roll churn embodying every practical feature that twenty years of experience have proven the most practical, the most efficient.

It is also the most sanitary two-roll churn and butterworker built today. This is a fact the testimony of its users has proven beyond any chance of doubt. Cleaning it in a perfectly sanitary manner is infinitely easy. You simply turn your steam hose into the barrel—the barrel fills with hot water—you turn on the power and the barrel is cleansed, made fresh and sweet in a jiffy.

The R. B. Disbrow Combined Churn and Worker

Working rolls are near the center of the drum—no heads or crevices for butter to lodge in.

GEARLESS—NOISELESS

The R. B. Disbrow Churn is chain driven—no noisy gears—no cog wheels. A smooth, light-

running churn, a thorough butter worker. Every claim we make is backed by a guarantee.

Only best material used in construction—the barrel, shelf and rolls, all woodwork made of Washington fir—entire frame cast iron, with the pipe all steel.

Write today for complete particulars and prices.

MINNETONKA COMPANY, Dept. A5, Owatonna, Minn.

849,140 pounds for corresponding week last year. Here is shown a material increase as compared with other weeks, but it was caused by the arrival of 193,320 pounds from foreign places. Most of this foreign butter is fresh made, and comes up in grade to our firsts and extras.

For the month of February the receipts at Boston amounted to 2,810,790 pounds against 2,870,790 pounds for same month last year. The stock in cold storage was reduced about 2,000,000 pounds. Adding receipts to the withdrawals, we figure out a consumption for the month of 4,930,000

pounds against 5,000,000 pounds corresponding month last year.

According to the above statement we have not used up quite so much butter as a year ago. On a healthy market we should have consumed more, but higher prices and the depression in manufacturing districts are to be blamed for the deficit.

The stock in cold storage on Saturday, March 7th, amounted to 70,331 packages against 41,960 packages, an increase for this year of 28,371 packages. This increase in the storage holdings is the cause of considerable uneasiness to holders.

Where We Are and Why

LAURITZ OLSON, at Madison Convention

I want to congratulate you buttermakers on the fine butter exhibit. I am told that while some are not of as good a quality as they should be, most of the exhibits are of a high grade which shows that we are on the right road to permanent success in the creamery business.

We are today confronted with a situation as never before. About a year ago President Wilson was inaugurated into the highest office of this great country, and with him came a change in administration. The democratic party had made many promises to the people of this country, among other things were, reduction in the high cost of living and the tariff, which in some measure affected our business, as butter was under a protection of 6c a pound, which made a

barrier to foreign importation. As I said before, reduction in the tariff was promised, and butter was cut down to 2½c a pound, which opened our doors for foreign shipments and affected our markets. About three weeks ago the butter market in San Francisco was quoted at 27½c on account of their market being floated with imported butter, and California dealers had to look to the eastern markets for an outlet for their surplus stock. This in connection with the mild winter, importations of foreign goods, and a good supply of stock in storage, have made our eastern markets do some fancy high diving stunts the last few weeks, which means less profit to the producers, and may, if prices are carried

(Continued on page 20.)

Bowman & Bull Co.
CASH BUYERS—RECEIVERS

136 W. Lake St., Chicago

ALL GRADES
**BUTTER, EGGS,
DRESSED POULTRY**

Our proposition will interest you. Write us. :: :: ::

W. I. YOUNG ESTABLISHED 1854 W. B. YOUNG

W. I. Young & Co.

Wholesale Dealers in
Butter, Cheese and Eggs
149 Reade St., New York
WRITE US

Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of
Fancy Creamery in tubs. Can offer you a liberal
contract.

Will pay a price for quality. Send us a sample
shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plain-
view State Bank, Plainview, Minn.; The Creamery Journal.

Zenith Butter & Egg Co.

Harrison and Greenwich Sts., New York

Receivers and Distributors

Give superior service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
our shippers.

Jacob F. Miller We want to do business with you ESTABLISHED 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet. Correspondence solicited.

Adams Co-operative Creamery

Annual report of the Adams Co-operative
Creamery Association for year ending Jan-
uary 1, 1914, Adams, Minn.:

No. pounds cream received	811,528
Butter-fat extracted from cream....	197,570
Average test	24
Lowest price paid	30c
Highest price paid	42c
Average price paid	35.8c
Pounds butter sold to New York....	210,367
Pounds butter retailed	6,937
Pounds butter sold to patrons.....	17,787
Pounds butter sold to Austin.....	3,290
Pounds butter sold to Zenith Butter Company	947
Total pounds butter made.....	239,328
Total pounds butter-fat	197,570
Overrun in pounds	42,758
Per cent overrun	21.1
Butter in largest run—June.....	31,541
Butter in smallest run—November..	13,170
Increase over last year in pounds...	34,301
Increase over last year in cash.....	\$14,280

Frank Daniels, for a number of years
buttermaker at the Grove Hill creamery,
near Fairbank, Iowa, and later at Fred-
ericksburg, is now in charge of the farmers
creamery at Shell Rock.

A Good Showing

Twenty-third annual statement of the
West Salem (Wis.) Co-operative Creamery,
year ending December 31, 1913:

Receipts.	
For butter shipped	\$288,369.85
Butter sold locally	6,403.77
Butter sold to patrons	5,160.55
Butter-milk	1,524.34
Interest on bank account	225.00
Creamery stock sold	66.00
All other receipts	298.56
Balance on hand Jan. 1, 1913....	15,496.75

Total\$317,544.82

Disbursements.	
Paid patrons for cream, cash.....	\$263,877.05
Paid patrons for cream in butter and butter-milk	6,417.89
Paid patrons interest and stock- account	1,701.15
Paid cream haulers	12,620.60
Paid creamery help	3,781.75
Paid manager and officers.....	976.00
Paid for fuel	2,368.64
Paid packages	5,299.87
Paid for salt	380.00
Paid for general supplies.....	2,399.10
Paid for improvements and re- pairs	374.71
Paid taxes	349.04
Paid fire insurance	67.00
Paid liability and boiler insurance	84.74
Paid water and lights	52.42
Paid telephone and telegraph....	41.94
Paid postage, stationery and printing	65.92
Paid freight, express and drayage	113.43
Paid other items not classified...	41.84
Balance on hand Jan. 1, 1914....	16,510.23

Total	\$317,544.82
Number of shareholders.....	386
Number of shares outstanding..	7,085
Average number of patrons.....	429
Pounds of cream received.....	3,460,402
Pounds of butter-fat received...	806,490
Pounds of butter made	990,834
Average overrun	22.8
Average test of cream.....	23.3
Average cost getting 100 pounds cream	\$.36
Average cost getting 100 pounds butter-fat	1.56
Monthly average price per 100 pounds fat	35.91
Average Elgin quotation	.308
Average cost manufacture 100	

pounds butter, farm to car....	2.92
Of each \$100 expended patron re- ceived	90.35
All other expenditures, including hauling	9.65
Pounds of butter made in 23 years	15,269,629
Paid patrons in 23 years.....	\$3,050,443.50
Paid cream haulers in 23 years	159,840.10
Officers: W. F. Miller, president; John Larson, secretary; J. H. Moran, treasurer and manager. Directors: F. W. Lawrence, Chas. Craig, Fred Nuttleman, Otto Wolf, H. B. Oaks, buttermaker; E. M. Jackson, tester.	

Ionia Report

Following is the report of the Ionia
(Iowa) Farmers' Creamery Association for
the year 1913:

Pounds net	
Butter shipped	420,564 \$124,304.70
Butter sold patrons	19,607 6,014.07
Butter sold merchants..	7,459 2,307.60
Butter-milk	518.02

Total receipts	\$133,144.39
Total manufactured ..	447,630
Total manufactured last year.....	432,666

Gain over last year... 14,964

Disbursements.

Amount paid patrons for butter- fat (366,310 pounds)	\$119,519.03
Amount paid for hauling.....	7,326.20
Running expenses (including sal- aries, tubs, salt, fuel, etc.)....	6,207.46

Total\$133,052.69

Summary.

On hand last year	\$ 1,925.73
Total receipts of 1913.....	133,144.39

	\$135,070.12
Less total disbursements.....	133,052.69

Amount on hand January 1, 1914.\$	2,017.43
Average net price received for butter	29.65c
Average net price paid for butter-fat	32.6c
Average overrun for year	22.2%
Average cost of hauling per pound butter manufactured	1.63c
Average cost of manufacturing per pound (exclusive of hauling).....	1.4c

Total cost to manufacture per pound	3.03c
—F. W. Stickman.	



The West Salem Co-operative Creamery Co. does the largest business of any co-operative plant in Wisconsin. All cream is gathered by teams.

Iowa Educational Contest

At the recent state buttermakers' convention it was decided to start another annual educational butter contest at once. The scorings for this year will be as follows:

- First scoring Ames, Iowa, March 20th.
- Second scoring Ames, Iowa, April 17th.
- Third scoring Ames, Iowa, May 15th.
- Fourth scoring Iowa State Fair, August.
- Fifth scoring Mason City Fair, September.
- Sixth scoring Iowa State Dairy Association, October.
- Seventh scoring Ames, Iowa, November 13th.
- Eighth scoring Ames, Iowa, December 11th.
- Ninth scoring Ames short course, January, 1915.
- Tenth scoring Iowa buttermakers' convention, February, 1915.

Of the 10 scorings as indicated only eight highest scores will be considered when figuring the average scores for the year. Therefore anyone who enters in eight of the above scorings will compete for prizes offered.

The prizes offered for the year are as follows: For highest average score in each class, gold medal; for second highest average score in each class, silver medal. The silver loving cup which has so far been won by P. W. Peterson, Finchford; E. A. Cole, Lamont, and T. E. Sadler, Oelwein, will at the close of this contest be turned over to its permanent owner. If one of the above named winners secures the highest average score for the coming year such party will claim the cup. If a fourth party secures the highest average score for the coming year then the cup will be awarded to the one who has obtained the highest average score for the three years' contest. Diplomas are offered to all having an average score of 92 in the separator cream class and 90 in the gathered cream class. Diplomas for the past year's contest will be mailed to the winners as soon as it is possible to have them printed.

The judges for the scorings held at Ames will be the same as during the past year, J. J. Ross, state dairy inspector and F. L. Odell, federal dairy inspector.

During the past year the firm of Gude Brothers, Keiffer Co. have been good enough to handle the butter exhibited at Ames at a premium. They have agreed to handle the butter under the same conditions during the coming year, that is, they will pay at the rate of highest quotation for New York extras f. o. b. Ames the day the butter is scored at Ames.

It is the intention to start the contest on a different basis after this year's contest. This matter will be thoroughly discussed at our next buttermakers' convention. It is our object to be up to date and to carry on the contest in such a way that it will be of the greatest benefit to the contestants.

We hope that it will be possible for a large number of the Iowa buttermakers to be with us for the coming contest.—M. Mortensen.

Hauk's Emulser

It pleases us to call the attention of all our readers to the Hauk's Emulser, a machine placed upon the market within the last four months, which makes the highest grade cream from unsalted butter and dry milk powder, or whole-milk, skim-milk or condensed milk, and we understand is giving universal satisfaction.

We believe this machine will be the means of practically revolutionizing the milk industry and that it has filled a very

long felt want, especially for the smaller business men who are not in position to purchase homogenizers.

The sanitary features are especially commendable in this machine since there are so few parts and every part accessible for cleaning purposes.

The simplicity of Hauk's Emulser is astonishing. The price is practically within reach of all, and from all information, the product has never yet failed to give entire satisfaction. The product is equal to fresh cream for coffee, and for ice cream purposes is preferred to fresh cream.

We believe this machine will prove a boon to the dry milk manufacturers, making it possible for many to use dry milk who heretofore were not in position to do so.—Adv.

The Care of Cream

"Set freshly separated cream into cold water and stir frequently until cold. When cold pour it into the regular cream can in which it is to be delivered. The rinsings from the small cream can into which the cream is separated should not be poured into the cold cream, but should be run through the separator at the end of each separation. These rinsings, with the addition of a little skim-milk or water will be sufficient to thoroughly rinse the separator bowl free from all fat or cream adhering.

"When this system of handling and cooling is followed, a good quality of cream is the result. The shotgun type of cream can, five to six inches in diameter and 16 to 20 inches deep, is the best type of can to separate cream into for immediate cooling purposes. Do not leave cold cream stand in a can uncovered as it becomes contaminated from the outside air. Cream or milk should be cooled quickly and when cold it should be kept cold, with the cans closed.

"The unwashed and unclean separator is the cause of more poor cream than the dairyman realizes. The unclean separator is teeming with germs which get into the cream while separating and even though such cream is kept sweet, as soon as it is ripened and made into butter these germs

get in their work and the result is a poor flavored butter. The dairyman who is a little slack in caring for his separator is advised to take a cupful of the first cream from his separator and let it stand about 12 hours and then drink it or use it on hot porridge. He will be convinced. It is also impossible to skim clean with a dirty separator, for when sediment adheres to the inner parts of a separator a perfect flow of milk is impossible, and there must be a perfect flow through the separator if good skimming is desired. This is the reason some dairymen are never satisfied with the returns from their cream, as they run the butter-fat into the skim-milk and feed it, forgetting that butter-fat at 30c a pound is mighty expensive feed."—H. E. Fowler, secretary.

A creamery company associated with the Henningsen Produce Company, of Butte, Mont., was organized at Missoula, Mont., last fall. Instead of selling common stock in the creamery company, which will also have a cold storage in connection, the promoters propose selling guaranteed bonds. The Henningsen people are also shipping in dairy cattle for sale to the farmers around Missoula.

Gude Brothers, Keiffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street

NEW YORK

References: Irving National Bank, N. Y.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street,

NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES.—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Where We Are and Why

(Continued from page 17.)

much lower, take all profit away and turn our dairy farmers to something more profitable.

But every cloud has its silver lining, and the silver lining in the present situation is to me the fact that the careless farmers will have to produce a better grade of raw material, something which has been the chief topic for many years. We are all aware of the fact, that for several years, on account of the increased demand for butter, cheese, city milk, condensed milk and ice cream, dairy products have been in great demand. Anything that looked like butter would sell at a good price. Centralizing creameries sprung up all over the country as fast as toadstools in the spring, and cream was accepted that was not fit to be made into butter. The good old whole-milk creameries, where milk was delivered every morning, had to give way to the hand separator system, and although better machinery was invented, and the best and most skilled men in charge of the creameries, the quality of our butter was on the down grade instead of on the upward grade. The small creameries had to take the kind of cream that they knew would not make good butter, if they didn't the centralizing creameries would get it. Laws were enacted to better conditions,

and while they helped some there were not enough men to look to their enforcement, but the present situation, I believe will remedy the evils that have been brought about by the shortage of dairy products the last year. It looks to me that if you don't make a high grade of butter you will have trouble in disposing of it at a profit, as buyers will pass up undergrades and turn to foreign makes. It is a matter of quality—the man who has to buy the butter demands 100c worth on the dollar. However, I am optimistic enough to believe if we get good raw material and good up-to-date factories, our butter will be leading in our own markets. I also believe that all of us connected with the dairy business have been somewhat to blame for existing conditions. The producer, for instance, undoubtedly thought that if he could get as much for his filthy cream as for good cream, it would be time wasted producing a good article. The creameryman probably thought, if I don't take it somebody else will and so he would take it, load it with water and salt and sell it for a little less than extras, but his large overrun would offset the difference to some extent, so he would not lose very much on the transaction. The merchant was in the same boat as the rest, if he did not sell it at as much as possible he would perhaps lose a customer, so he tried to get more for the stuff than he really thought it was worth, and so all along the line, one took it because he was afraid the other fellow would get it.

Now, when we all agree that this system is wrong, why not correct it; it would seem to be the simplest matter under the sun, but it is perhaps not so easy. Present conditions will help as long as they last, but times might change and thus change conditions, so why not try something that would forever keep Wisconsin in the lead as a butter state. To do this I have in mind the branding of Wisconsin's good butter. About a year or so ago a movement was on foot to have a certain trade mark placed on all Wisconsin made products, including butter. I admit that I was against this, for what looks to me like very good reasons. I am proud of the fact that Wisconsin produces as good butter as any state in the Union, but nevertheless there is butter made here that we all wish was made somewhere else—the farther away the better. Now if such creameries could use this trade mark what good would it amount to? Nothing. Now let us get the Wisconsin trade mark on all butter worthy of it, so that when a buyer comes to some butter merchant (no matter where, Chicago or New York), he will say when he sees the Wisconsin trade mark, "Give me some of this brand, I know it is good." Let the brand be a manufacturer's guarantee for the quality of the goods. The Danes have

done it and the Americans surely are as smart as the Danes.

Now then how are we going to do this, and I admit that it has its difficulties. I have an idea in mind that might work out, or at least be helpful in getting the idea worked out. Suppose the state takes this matter in hand (say the dairy and food department) and has all factories and factory operators licensed, making those, who want to use the trade mark, send butter to the scoring contests every month, or every other month, or four times a year, sending out the calls for immediate shipment, having a certain standard to which the butter must come and making the illegal use of such trade mark punishable with a heavy fine or jail so no one would be tempted to use it unless permitted. Then I predict we will be able to create a demand for our butter at a price that will bring profit to the producer of good cream.

Last year I said quite a little about the danger of oleomargarine, and I just want to remind you that we still have this evil with us and they are trying hard to remove the prejudice that prevails against this product. Their cry is that it is far cleaner than butter. Now there might possibly be such a thing that some milk and cream are produced under filthier conditions than oleo, but I think I can truthfully say they are very few, however, it is up to us to help eliminate such places and see that butter gets a square deal in congress.

There is also another bill before congress to which your attention has been called. The McKellar cold storage bill. This bill, if enacted, surely would spell ruination to the dairy industry and must be fought vigorously.

I want to thank the dairy school, the men in charge of the scoring contests, especially Prof. Lee, and also the dairy and food department for the good work they are doing towards improving the quality of Wisconsin butter.

Farmers' Interest in Better Butter

Although the loss resulting from the sale of low grade butter falls largely on the producer, the remedy for this condition lies largely with the creamerymen, according to Professor R. R. Graves, head of the dairy department, Oregon Agricultural College. The production of a very poor quality of creamery butter is one of the serious problems that confront the dairy industry of this state. Nor is Oregon alone in this predicament, as almost every other state is facing a like difficulty. Less than 10 per cent of butter manufactured in the United States is of first quality, according to the 1912 annual report of the dairy division of the United States Department of Agriculture. Ninety per cent of the butter made is second grade and sells for 2 to 5c below market price. Almost every market report shows a strong demand for extras, which are very scarce. The small percentage of first class butter is due to poor cream and insanitary creameries, says this report.

When butter sells below market prices, especially when it is a co-operative product, the farmer gets a lower price for his cream. When any of the cream that is used in a factory is held at the farm for one or two weeks it is in a stale and putrid condition when delivered at the creamery. The output of butter into which it enters is bound to be bad. Hence, the farmer is vitally interested in the quality of cream delivered to the creameries both by himself and all their patrons.

Oregon butter is receiving some competition from New Zealand butter which is generally of fairly good quality. In order

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WALLABOUT MARKET

BROOKLYN NEW YORK

References: All Mercantile Agencies; Manufacturers' Nat'l Bank, Brooklyn.

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The Philadelphia Butter House

Direct from Creamery to Retailer

to meet this competition and keep the foreign butter from encroaching on our dairy industries, it is necessary that we have first class cream, pure and clean, delivered at the creameries. The solution of the pure cream problem is largely in the hands of the creamerymen. While they decry the poor quality of cream received, they do not, except on rare occasions, return a can to the producer because it is badly off flavor. Many creameries are in favor of grading cream and paying for it according to the quality (which is the best remedy for bad cream) but unfortunately competition is so strong for cream that some creameries will take it at the top prices, regardless of its condition. The sooner the competitors realize the harm that is done to the dairy industry by buying and using such cream, the better it will be for the dairy business. As conditions are now, there is really no incentive for the producer to take any especial care of his cream, since he gets no more for it when it is sweet and of clean flavor than when sour and off flavor.

It is evident that when the creameries demand a better grade of cream and will receive none other, they will be able to make it worth while for the farmer to provide good cream from which they can produce good butter. The amount of good cream recently delivered to Maine creameries was 10 per cent. By a system of grading it has been raised to 95 per cent. More than two-thirds of California cream products have been sold as second or third grade at a loss of about \$2,000,000 annually. A grading system has been put into operation, from which it is expected there will be a marked improvement in quality. The success of the dairy industry in Oregon depends upon the improvements of the cream.

According to Oregon laws, only the butter that comes up to a certain standard can be sold under the state brand, which bears the words "Oregon Creamery Butter." State Dairy Commissioner Mickle is reported to have notified creamery and dairy men that he intends to see that the law is enforced. Enforcement of the law will have a wonderful influence in creating a demand for Oregon brand butter. If the quality sold under the Oregon brand is carefully guarded, Oregon will soon become famous for its butter. Let cream be paid for according to its quality.

In the Morning's Mail

Communications from Subscribers

To the Editor: I have been much interested in the article, "Why the Use of Neutralizers in Cream?" by Prof. Cooper, that appeared in the Creamery Journal of March 1, 1913. Many of the statements made in this article have been helpful to us in some of the investigations of butter and other dairy products we have been making recently.

One case in particular where this information applied directly was recently tried in the federal court here. The points at issue were: What constitutes rancid butter? How can this rancidity be removed? What is the effect of milk of lime on storage butter that has become stale and appreciably rancid? We were able to show that milk of lime removed butyric acid, and that we could determine chemically the presence of calcium soap in the finished product. While carrying on this investigation, we found that we could determine with certainty whether or not lime had been used in the preparation of creamery butter or as a neutralizer in the cream. The percentage of lime in the ash of cow's milk and of the products made from it is quite

constant. Whenever lime is used as a neutralizer this percentage is greatly increased.

I wish to compliment Prof. Cooper particularly on his clean cut, crisp and forcible statement as to what should be the trend of our activity relating to future products. I refer to the following sentence which appeared on the cover page of The Creamery Journal: "We should devote our energies to the production of a raw material of high grade, rather than to the working out and application of methods of improving this same material after it has been allowed to deteriorate." May I not suggest to you that you publish in post card or motto form this sentence? I think that every food inspector and analyst in the country should have such a motto before him. You may take my order now for a dozen or more to hand to my friends. It seems to me that the very type used on the cover page would be well suited to the purpose.—R. S. Hiltner, chief Denver Laboratory, Food and Drug Inspection, United States Department of Agriculture.

Weber In Butter Business

H. D. Weber, for a number of years dairy agent of the C. B. & Q. Railway with headquarters in St. Paul, has resigned and taken a position with Zimmer & Dunkak, the well known New York butter and egg firm. Mr. Weber is one of the best known men in the northwest, and carries to his new firm the prestige of a vast acquaintance among butter and egg shippers. We predict success for Mr. Weber and congratulate the firm of Zimmer & Dunkak on this addition to their staff.

Wisconsin Cheese Factory Closed

The Bangor (Wis.) Cheese Company has closed down and it is said it will go out of existence. The company has been operating 30 years and up to within recent years has been a profitable enterprise. The encroachments of nearby creameries upon the milk supply of the factory is said to have rendered its continued operation unprofitable. The company manufactured a high grade of brick and Swiss cheese.

A. H. Hall, the well known buttermaker formerly at Garretson, S. D., has resigned his position and moved to Hills, Minn., where he and his partner have engaged in the general merchandise business. Mr. Hall was a live, up-to-date buttermaker and has been very active in South Dakota buttermakers' and dairymen's associations. His many friends will wish him success in his new work.

W. E. Mittlestadt, treasurer of the Iowa Buttermakers' Association, moved March 1st from Manchester to take charge of the creamery at Alden, Iowa.

A meeting of over 75 farmers was recently held at Beach, N. D., and a committee named for the purpose of building a co-operative creamery or purchasing the old building for that purpose.



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money? Lith is now made in extra large sheets—18x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

Union Cork Board

This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

Write for Free Book on Economical Insulation

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Union Fibre Company, 104 Union St., Winona, Minn.



Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

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References: Irving National Bank, N. Y.;
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REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile Agencies.

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Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

WANT CLEARINGS

A bulletin of wants. Postings are free to buttermaker and creameryman subscribers. No ad containing over 60 words accepted, and no more than four insertions will be given during the subscription year. If ad contains blind address, 10c must accompany copy. To others than buttermakers and creamerymen, the charge is 1c per word per insertion, payable with order.

POSITION WANTED.

POSITION WANTED—By expert buttermaker with 5 years' experience. Can furnish best of references. State salary paid in first letter. Don't expect cheap man. Address A. V. Larson, Algona, Iowa.

POSITION WANTED—By buttermaker with 10 years' experience, 4 years in Denmark and 6 years in America. 25 years old and single. Salary \$100. Can furnish references as to my ability. Address S. G., care The Creamery Journal.

WANTED—First-class buttermaker wishes position in creamery running the year around. Ten years' experience. Dane. No bad habits. Good references. Can come at once. Address Box 41, Shennington, Wis.

POSITION WANTED—By first class buttermaker. Thoroughly capable and honest, and can guarantee results. English and Norwegian. Age 27. Describe plant, state wages in first letter. At liberty after March 1st. Address Peter Tvedt, Stillman Valley, Ill.

POSITION WANTED—By Danish buttermaker and cheesemaker. 30 years old, married; 12 years' experience. Can speak German and some English. Can give best of references. Address A. J., care The Creamery Journal.

DON'T LOOK INTO THIS unless you are looking for a man who is not afraid of work and who can and will give you perfect satisfaction in all classes of work. If you are looking for a man who will do all this, write me. I have eight years' practical experience in buttermaking and can furnish recommendations from former employers. Can come soon or later. For particulars write A. Larson, Fall River Creamery, Fall River, Wis.

POSITION WANTED—First class buttermaker, Scandinavian, 33 years old. Married, one child. Understands all up-to-date methods, having had 11 years' experience. Have operated both whole-milk and gathered cream plants. Have taken course at Iowa Dairy School and recent short course. Can come at once. State salary and full particulars in first letter. Best of references furnished. Address J. B., care The Creamery Journal.

John J. MacDonald 13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry COMMISSION MERCHANT
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

POSITION WANTED—By experienced buttermaker. Am employed at present but wish to make a change. Three years' practical experience, also course at Wisconsin Dairy School. Understand all up-to-date creamery work. Can furnish satisfactory reference from present employer. Please state wages in first letter. Address A. W. Johnson, Box 74, Blair, Wis.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretory work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

HELP WANTED.

WANTED—Personal buttermaker bids to be received on Tuesday, March 17th. Plum Valley Creamery Ass'n, Waldorf, Minn.

WANTED—To get in communication with a No. 1 buttermaker who has \$500 to invest, and is desirous of making a change which will be to his advantage. R. W. Scott, Whitnev, S. D.

WANTED—An experienced single man who would like to live in the best city in the south. I am starting a business which has a bright future and want a man who understands running a city milk plant and creamery. Full information to interested party. Address J. A. Berryhill, Charlotte, N. C.

MISCELLANEOUS.

WANTED—To get in communication with a good creameryman who would like to establish a creamery in the south at Hazlehurst, Miss. Good town, pike roads, great opportunity for an enterprise of this kind. Also have some nice dairy stock farms for sale. Correspondence solicited. Full information furnished. Address The Southern Land and Investment Co., Hazlehurst, Miss.

FOR SALE—12 h. p. horizontal boiler, 8 h. p. Creamery Package horizontal balanced valve engine slightly used two seasons. First reasonable bid gets them. In good condition—grates, front, stack and pipe connections—also three steam radiators. Address E. J. Hall, Superior, Neb.

FOR SALE—Ice machine, 4-ton Barber compressor, complete with brine tank, condenser, etc., all ready to run in good shape. Will be sold cheap. Address Fulton Creamery Co., Fulton, Iowa.

FOR SALE—A good paying creamery and ice cream plant in South Dakota. Good dairy district and no competition. Cleared \$2,000 last year above expenses. For further information address "Snap," care The Creamery Journal.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—Information of good creamery for sale. State full particulars. Western Sales Agency, Minneapolis, Minn.

FOR RENT—Fully equipped creamery at Otterville, Iowa. Well located in the center of good dairy community. Plant has all equipment for up-to-date buttermaking. Address all correspondence to L. C. McGill, secretary, Independence, Iowa.

WANTED—To get in touch with any party having a 3,000-pound Alpha turbine separator. It must be guaranteed to be in first-class condition. Address C. B. Davies, 410 Fifth St., Portland, Ore.

FOR SALE—Will sell creamery doing increased business or will incorporate with man who thoroughly understands the business in all its branches, buying cream and disposing of butter. Your money to add refrigeration, ice cream, etc. Address R. N. M., care The Creamery Journal.

FOR SALE OR EXCHANGE—Maxwell runabout auto, two-cylinder, 16 h. p. engine. Has brass frame glass wind shield, four new tubes recently put in, new muffler, new differential posts in rear axle; good running order. Price \$300, or will exchange for 300-gallon Cherry cream ripener. Must be in first-class condition and of equal valuation. Address Model Creamery-Ice Cream Co., Oakland City, Ind.

FOR SALE—One 450-pound Victor churn in first class condition. Has been used three years. Too small for our business. Bargain to party who can use this size. Address Pinckneyville Creamery, Pinckneyville, Ill.

WANTED—Experienced buttermakers. We will pay attractive wages to intelligent young men who have had practical commercial creamery experience. Graduates of State Dairy Schools preferred. Write in your own hand, giving particulars regarding age, experience and wages expected. Address No. 233, care The Creamery Journal.

Are You the Man?

We want a manager—one who has superintended the handling of whole-milk, cream, butter, etc. He must possess business ability—and he must invest or be able to raise some capital.

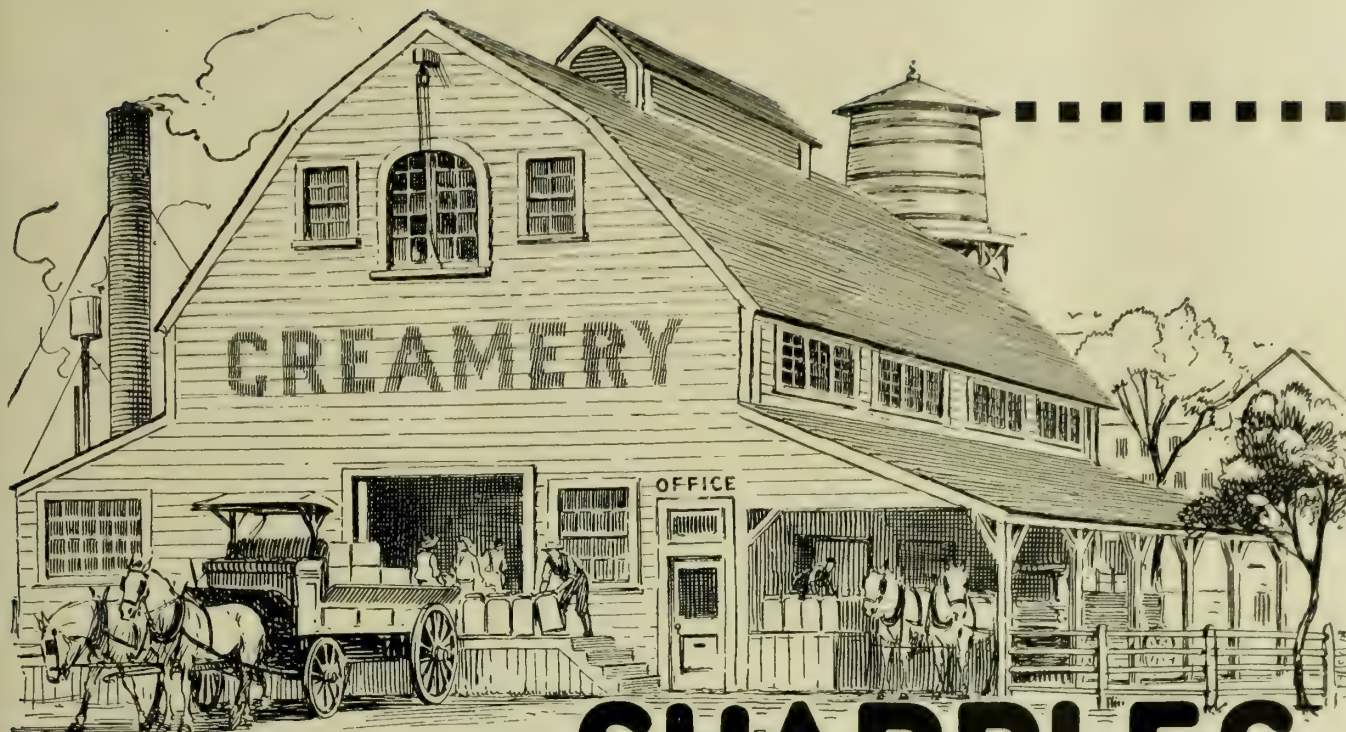
We will establish creameries on a new, unique, but thoroughly practical plan.

We want such a man for each of six or more of the larger Middle Western Cities—like Toledo, Detroit, Cleveland, Buffalo, etc.

We have ample capital and a workable, remunerative proposition. The investment of Manager's capital is primarily a safeguard to insure attention, industry, efficiency.

Address Dept. W, care of

THE CREAMERY JOURNAL



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill.

Dallas, Texas

Minneapolis, Minn.

Kansas City, Mo.

Toronto, Can.

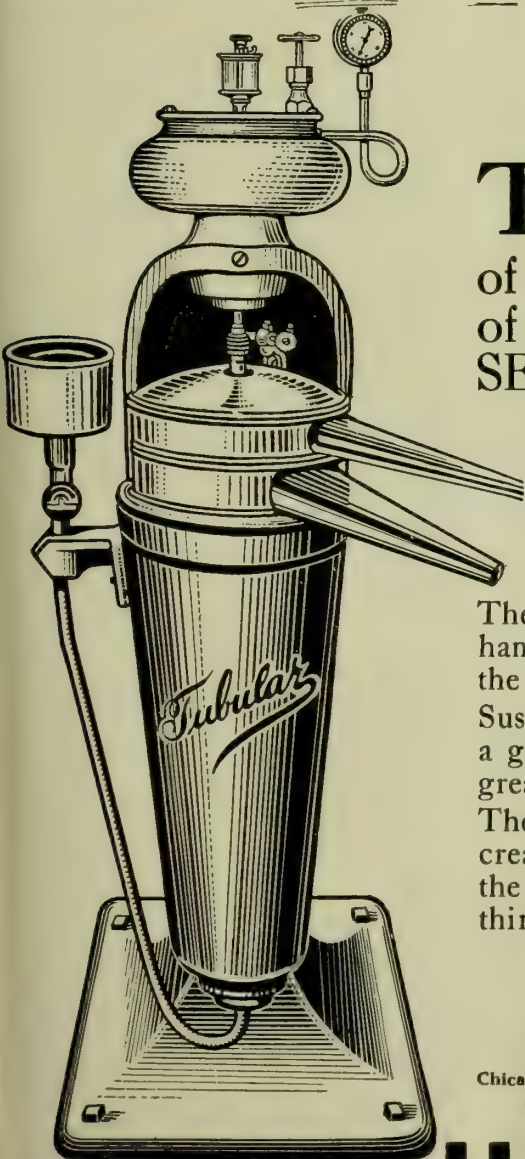
San Francisco, Cal.

Portland, Ore.

Omaha, Neb.

Winnipeg, Can.

Agencies Everywhere

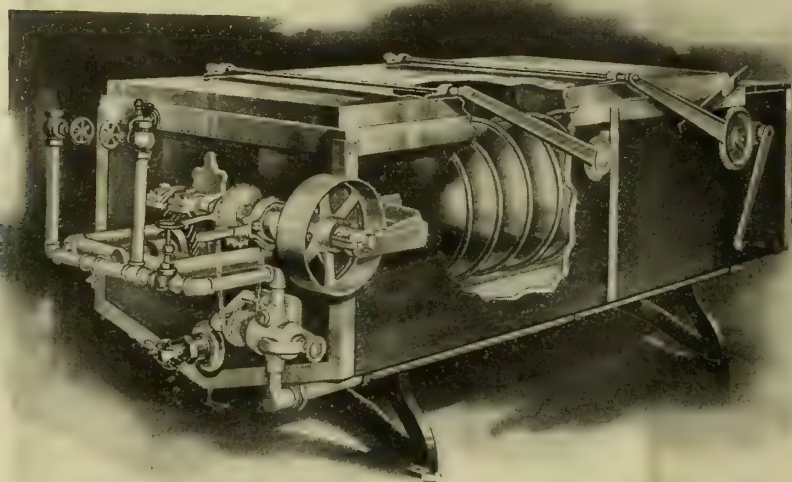


Are You Still Experimenting With Cream Ripeners?

Are you one of the comparatively few creamerymen who are not using the Wizard Agitator today? If so, are you satisfied with the ripener you **are** using? Don't you feel that you are only experimenting? Don't you often stop and think that surely there must be a better ma-

chine made—one that really emulsifies the cream—one in which the cream is always of uniform temperature in every part of the vat—one which, in pasteurizing, thoroughly treats every drop?

There **is** a better pasteurizer-ripenner made. It is



THE WIZARD AGITATOR

It is used in more creameries today than any other make and it is giving general satisfaction. And we dare say that not one of its users

would for a moment consider trading it for any other make. It, more than any other, approaches perfection.

WRITE US FOR LITERATURE, ETC., TODAY

The Creamery Package Mfg. Company

Chicago, Ill.
Toledo, Ohio

Minneapolis, Minn.
Kansas City, Mo.

Philadelphia, Pa.
Waterloo, Iowa

Albany, N. Y.
Omaha, Neb.

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 5

WATERLOO, IOWA, APRIL 1, 1914

ONE DOLLAR A YEAR

When It's Time To Re-Order

THERE'S always a time when the supplies run low and more must be ordered. It is a great deal of satisfaction to the user of

Wyandotte
Dairyman's
Cleaner and Cleanser

to know that when ordering a new supply of this remarkable cleansing material that every pound and every ounce will be identically alike and identically of that same quality which he has always known it to be.

This absolute uniformness of quality is part of the Wyandotte Dairyman's Cleaner and Cleanser service. It is part of the guarantee which is always made for Wyandotte Dairyman's Cleaner and Cleanser. And it is a part of the Wyandotte Dairyman's Cleaner and Cleanser service which butter and cheese makers soon learn to value highly.

The Wyandotte Dairyman's Cleaner and Cleanser quality of cleaning is sanitary as it always cleans thoroughly, because it is entirely free from any "biting," corrosive or soapy properties. This assurance of perfect cleaning together with the assurance of a uniform quality makes Wyandotte Dairyman's Cleaner and Cleanser worth far more to you than any ordinary agent. Your regular supply dealer can ship you any quantity that you need.

Indian in Circle

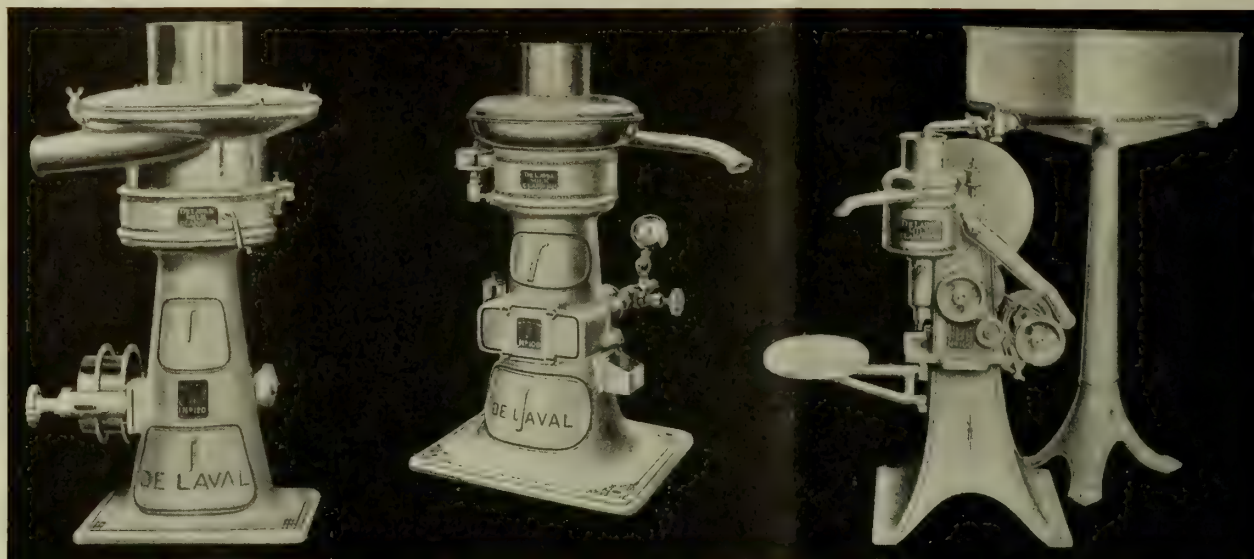


In Every Package

THE J. B. FORD CO., Sole Mfrs. Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

Published by FRED L. KIMBALL CO., Waterloo, Iowa



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

Milk Consumers Are Beginning to Demand De Laval Clarified Milk

NO milk dealer or producer who has witnessed a demonstration of the De Laval Milk Clarifier and has seen for himself the composition of the residue removed from even the best milk by this machine, can doubt for an instant the benefits of clarification.

THERE is no question but that these benefits are positive and easily apparent, and they are rapidly becoming known to the general milk consuming public.

THE advantages of clarification by the De Laval process are self-evident to milk in-

spectors and board of health officers who have looked into the subject, and a number of milk authorities have gone so far as to say that it will only be a question of time until clarification becomes compulsory, so that without any special advertising the benefits of De Laval clarification are becoming widely known.

NEEDLESS to say that the milk dealer who is wise enough to anticipate the general consumer's demand for De Laval Clarified Milk will be the man who will reap the benefits.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

The De Laval Separator Co.

165 Broadway, NEW YORK 29 E. Madison St., CHICAGO 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 5

WATERLOO, IOWA, APRIL 1, 1914

One Dollar a Year

Refrigeration and Our Food Supply

SHOWING THE VITAL NECESSITY OF THE COLD STORAGE IN
MAINTAINING A REASONABLE PRICE LEVEL

Among the many problems now facing municipalities none is more fundamental to peace and prosperity, and none is more complex than the question of the food supply. To the person trained to observe and eliminate waste, the spoilage of foods between the producer and the consumer becomes a public calamity. Also, to a person so trained, good handling and refrigeration, beginning at the source of production, refrigeration during transportation, and finally, refrigeration at the market, with distribution expedited by adequate facilities for the work to be done, means not only the saving of vast quantities of perishable products that are now absolutely wasted, but an improvement in quality of all grades, even those that are now the best.

You cannot pass along the market thoroughfares of any city without seeing on every hand foodstuffs that show deterioration in quality, due chiefly to bad handling between the time the grain was harvested, the fruit was picked, the animal killed or the egg was laid.

There is one class of foods in which decay has been reduced to such a small amount that it is practically negligible. I refer to the citrus fruits of California, and yet 10 years ago the spoilage of oranges and lemons grown in California was so great that it threatened the industry with annihilation. Investigators from the United States Department of Agriculture, making the basis of their work good handling and refrigeration, have in the short space of 10 years so lessened waste in the decay of the product that the railroads, the shippers and the interstate commerce commission no longer consider the citrus crop a perishable one.

When the means of preventing decay in citrus fruits were first applied they saved to growers of California more than \$1,500,000 annually. With the great growth of the industry there has, of course, been an increased saving year after year.

The eggs of the United States are worth to the producers approximately \$500,000,000 a year. Ten per cent of this sum is absolutely lost because of spoilage, and a much greater sum—probably over 20 per cent—is lost because of deterioration and a consequent lowering of price.

Dressed poultry is worth to the consumer probably \$250,000,000, and here again we may estimate a 10 per cent waste.

We are so ignorant of the fate of the foods on the market that it is difficult to get accurate figures of losses, yet it is safe to say that many other essential foodstuffs show a waste quite as high, or higher, than has been assigned to the articles mentioned.

Good handling of foodstuffs involves many and various details, such as gentleness to prevent the breaking of the skin of the fruit or the chicken, or cleanliness to eliminate bacteria and molds that cause decomposition. Of all the individual factors, however, that go to make up good handling, refrigeration is for nearly all products the most important.

To the laity refrigeration is generally synonymous with what is called cold storage, that is, the preservation of perishable products by means of low temperatures continued 30 days or more. It is on the subject of the application of the refrigeration in the form of cold storage that the press of the country has gone quite mad and concerning which there have been reams of evidence presented to legislators, to boards of health and to chambers of commerce investigating committees of one sort or another.

In reality, refrigeration plays a double role: it assists in getting perishable products from the producer to the consumer in good order, and it enables us to hold the seasonal over-production of a large number of products until the season of scarcity arrives.

Without refrigeration the great apple lands of the northwest would never have been developed, because the crop could not have been distributed to every part of the country as it now is. Nor could the many thousands of boxes of apples, ripened within the space of a few weeks, be delivered month by month to the consuming public until the next crop arrives.

Without refrigeration the great peach industry of Georgia would never have existed, because there was no way to get the peaches to market in a merchantable condition.

The Rocky Ford cantaloupe of Colorado would never have been known in the east had not refrigeration played its part in the marketing of the crop.

It is refrigeration that enables us to slaughter food animals at or near the fattening station, where they are in the pink of condition, and ship the meat to the far-distant consumer.

The best poultry now in our markets comes from the valleys of the Mississippi and the Missouri, where the poultry packers remove the animal heat by hanging the dressed birds in a temperature of 32 degrees Fahrenheit for 24 hours, then packing the birds in small boxes and shipping in a refrigerator car, which is closed at the packing house and not opened until it reaches the consuming center.

The conservative, or badly equipped, or

near-by poultry man removes the animal heat of the bird by immersing it in cold water and ice and finally packing it in cracked ice for its trip to the market. By so doing he causes the consumer to pay chicken prices for 1,300 pounds of water, which is absorbed by every carload of poultry, and he loses to the people about 300 pounds of the most nutritious and appetizing constituents of the flesh of the chicken, because they dissolve out in the melting ice and finally go down our sewers. In dollars and cents, which is, after all, a poor way of reckoning losses in foodstuffs, this amounts to about \$450 on every carlot; that is, 20,000 pounds of dressed poultry.

The lack of refrigeration in the country is responsible for more of the rotten eggs on the market—especially in the summer time—than is any other single factor. The perfectly fresh egg, sent in summer time without refrigeration to the market which is but 24 hours away, shows a greater amount of deterioration when it reaches that market than does an egg shipped for a six days' haul in a refrigerated carrier. The application of refrigeration to eggs is, from an economic viewpoint, even more important than its application to dressed poultry.

The early spring eggs that reach the packer before warm weather are almost universally fresh. By applying refrigeration continuously and promptly he can slow deterioration to such an extent that the egg is still edible at the end of nine months. The eggs which are taken to the shipper during the summer are, almost without exception, lowered in quality by the prevailing temperatures. Even with mechanical refrigeration, deterioration having begun, cannot be checked as efficiently as it can be prevented, yet the gain in food quality and the prevention of waste when refrigeration is applied by the shipper to hot-weather eggs means a greatly increased and bettered egg supply.

These illustrations merely indicate how wide and important a part refrigeration plays in the marketing of foodstuffs for the prevention of waste and the betterment of quality. Refrigeration used for long periods to conserve the over-supply is quite as important, especially in the light of the growth of the modern city. We are piling our people 20 stories high in restricted areas, and these communities do not produce one single thing that is edible. They demand, also, the same diet all the year round. They take no account of the fact that the special articles desired may be produced during a few months only of the year

(Continued on page 6.)

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Hand Separator Butter in Iowa

R. E. CLEMMONS at Fort Dodge Convention

The first question is: Do we make the best hand separator butter in Kossuth county?

If we produce good hand separator butter in Kossuth county, the most important question is: How do we get quality which is the foundation of all good butter?

The first thing we must take into consideration is the kind of creamery prevailing in Kossuth county and that is the co-operative creamery which is a strong point in securing quality. In the co-operative creamery (that is the real co-operative organization) the farmer feels he is financially interested and it is somewhat easier to make him see that poor quality is affecting him and nobody else. The most important factor in getting quality is the manner or method in which the cream is delivered.

In Kossuth county we have 18 creameries and at that number of plants we have only three routes. I will give you the method of delivery at the Burt creamery which is about like that practiced at all the other plants.

In the summer we take cream four times a week, starting and ending our fourth delivery per week when we think it is necessary. In winter we take cream three times a week. Our cream is to be delivered in a sweet condition not less than the days mentioned and not later than 10:30 o'clock a. m. from March 1st until November 1st and not later than 11:30 a. m. from November 1st to March 1st. By this method of delivery you get in touch with all your patrons and if there is anything wrong with the cream you get to speak to them personally and are not required to send word by a hauler which is very unsatisfactory.

My experience has been in order to get quality and results you must know how to handle the farmer. I find that he leads much better than he drives, so when you meet him tell him of the good things and what quality means to him and that he is bringing fair cream and it won't be long before he is doing better and you will find this same man asking you questions about how to better his cream. The worst trouble with most of us we do not know our patrons.

The first of March we have our worst trouble. At this time we have a great many new patrons, who move in and who are in the habit of delivering sour cream. In such a case I explain our method of delivering cream and reject the first can. If you don't reject it and say nothing you are simply borrowing trouble for the following deliveries.

If a can of cream is sent home, go to the farm and see how the cream is being cared for, locate the trouble and in a short time you will be receiving a first class product from this patron. I find they are always willing to learn.

Another move we made to bring about better dairy conditions was the organization of the Kossuth county buttermakers. Our meetings are not simply for the buttermakers, but are made farmers' meetings and we are securing the best speakers we can get to lecture to the farmer along dairy lines. We are getting results as we are having a crowded house in nearly every meeting.

We, as buttermakers, could meet and talk starter, cream ripening, economical firing and discuss many other subjects, till we were black in the face, but if we are going

to reach that problem "quality" we must interest the farmers.

Now there aren't any better conditions in Kossuth county than any other, so let us Iowa buttermakers have our aim high along the quality line.

We are in the best state in the Union, have the best dairy school and professors in the land, who work hand in hand with a dairy and food commission second to none for better dairy conditions in Iowa, so we must get our shoulders to the wheel as never before and help the good work along and bring the banner back to Iowa in 1914. Now it is going to take much harder work than ever before as we have much stronger competition in Minnesota. At present there are two gentlemen in Minnesota who claim the honor of producing butter scoring 96 and better from 10-day-old cream so we Iowa buttermakers must get busy. I want to congratulate these Minnesota gentlemen and the greatest honor that could be given them is that they are good enough for Iowa.

Ice Cream Rates Lowered

Manufacturers of ice cream in Council Bluffs, Sioux City, Burlington, Clinton, Davenport, Dubuque and other Iowa border cities will be greatly benefited by a reduction in the express rate on ice cream in interstate traffic, effective April 1st. An order that ice cream shall be considered as second instead of first class has been received by Dwight Lewis, assistant commerce counsel, from the interstate commerce commission. This is equivalent to a reduction of 25 per cent in the express charges on this commodity.

The firms in the cities on the east and west borders of the state complained to the commerce counsel that they feared an increase in the express rate on ice cream and that the rate was so high that it was unprofitable to ship it to cities outside the state. This shut the river towns out of half of their legitimate territory.

The commerce counsel placed the matter before the interstate commerce commission and succeeded not only in blocking a raise of the express rate, but in securing a reduction of 25 per cent in the existing rate. It goes into effect about the time when the spring business begins. It is said that the ice cream manufacturers in the river towns do a large interstate business in shipping to the small towns of the border states.

Shippers already have a favorable rate on ice cream between points in Iowa.

Judge Henderson, commerce counsel, is expected to return from Washington, D. C., where he represented the Iowa shippers before the interstate commerce commission in making a showing as to why the railroads of the country do not need an increase in rates.

The directors of the Idaville Creamery Company, Idaville, Ind., have decided to displace teams for collecting cream and other farm produce with one \$840 motor truck. It is believed that the truck, which is a light one, will enable one driver to do the work formerly handled by two drivers and two teams, and at less cost for upkeep.

The creamery at Francisco, Ind., owned by T. C. Johnson, burned with a loss of about \$2,500.

The Harder you Hit 'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.

603 Pioneer Bldg.

MADISON, WISCONSIN

B-K Representatives

Sold by all the big supply houses

Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.

J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.

A. H. Barber Creamery Supply Co., Chicago, Ill.

Ohio Creamery & Supply Company, Cincinnati, Ohio.

L. A. Watkins Mdse. Company, Denver, Colo.

Wanted—

To hear from every buttermaker who is asked to make good butter out of poor cream.

You want to find out about the B-K gas method of handling poor cream.

It will startle you.

You won't believe it at first but the better buttermaker you are the quicker you will see it when we explain it to you.

Write for information on B-K gas method of handling cream.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

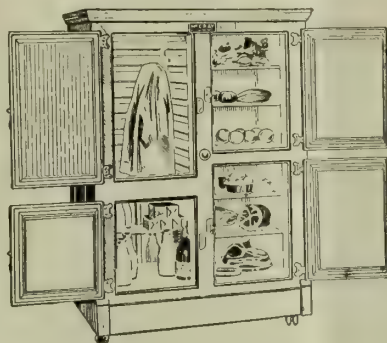
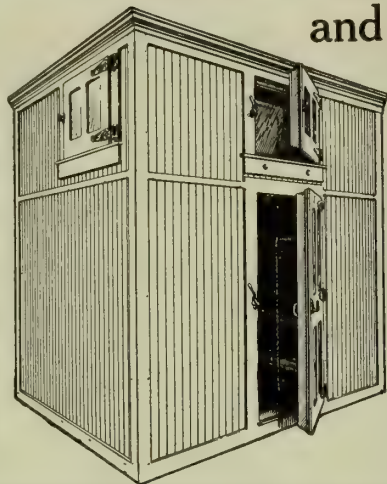
Gentlemen:
Send me information on B-K and
gas method of treating cream.



WRITE FOR NEW CATALOG NO. 50

It illustrates and describes in detail the immense line of celebrated

McCray Refrigerators and Cooling Rooms for Dairies



They will preserve dairy products—perishable food, etc.—and keep them fresh, sweet, and free from spoiling in hottest days and will save you on your ice bills. Ask for Catalog No. 50 for Dairies, Creameries, etc.; No. 91 for Residences.

McCray Refrigerator Co.

663 Lake Street

KENDALLVILLE, IND.

Refrigeration and Our Food Supply

(Continued from page 3.)

nor that it is produced 1,000 or more miles away, and that the only means by which such wants can be supplied is cold storage.

The public cannot have its present widely diversified market supplied without the aid of low temperatures for conservation. Industries dealing with foodstuffs understand this fact. It is conducive to the welfare of the consumers that they acquaint themselves with prevailing conditions, face facts honestly, and then choose deliberately whether they are to return to the restricted diets natural to the varying seasons and different localities or to accept intelligently the great variety of foods provided by the use of long-continued low temperatures designated cold storage.

It has been found by scientific investigation that when foodstuffs are properly prepared for storage and are put into the freezer or chill-room while absolutely fresh, they can be kept in good condition from one producing season until the next. They cannot be kept indefinitely; neither can cold prevent further deterioration if

that deterioration is well under way before hard freezing is applied.

Here lies the danger of cold storage and the point of its greatest abuse in the past. Fortunately, the industry is learning that it is to its own detriment to put products into the freezer in an unsuitable condition. If the consumer, during the season of scarcity, will demand the cold stored goods rather than the so-called "fresh," it will work a revolution of not only the quality of cold stored goods but of their prices as well. The packer of high-class goods is now more than willing to put definite information for the consumer on his labels. The warehouseman desires it; the wholesaler is willing but the retailer cannot risk giving the true story to the consumer, because his ignorance and prejudice would make him decline to purchase. He would, however, go to the retailer next door, be told the usual tale of "strictly fresh and near-by," pay a higher price, and receive exactly the same commodity as he had previously declined.

The consumer does not realize when he clamors for true labels on foodstuffs that his own ignorance and prejudice are the greatest bars to the obtaining of his wishes. The conservation of foodstuffs is fundamental to our welfare.

Another Successful Dairy Train

OVER IOWA ON C. B. & Q. RAILWAY

The most recent tour over the Burlington railroad has undoubtedly had a more far-reaching influence on improving the dairy conditions than any of the special dairy trains ever operated by the dairymen's association in Iowa. The trains heretofore have made but one-hour stops at each place and therefore a limited amount of information could be given. Several of such tours have been made over the Burlington lines but the people in this section were desirous of having more complete meetings and as a result the last trip was planned to have full-day stops at each town.

Meetings were given only where the commercial clubs, the business men and farmers would assist in advertising and making the

necessary arrangements. A representative of the dairymen's association and of the railroad company covered the route six weeks before the train was to start and secured the assistance of the various organizations in each community. At each of the towns where meetings were held, the farmers and townspeople furnished a hall in which to hold the lectures, a barn or convenient place for the cow shows and did a large part of the advertising. In each instance the representatives of the dairymen's association received the hearty co-operation of the community.

The train itself was not as large as the previous ones because of the lectures being held in the town halls. The lecture coaches

were eliminated and only a baggage-car and living car were used. The baggage car was equipped more fully than on previous trips. The car was equipped as a model dairy barn and in the stanchions and stalls were carried representatives of the Holstein, Jersey and Guernsey breeds. All of those who visited this car were impressed with the excellent type of Holstein cow that occupied one of the stalls. She demonstrated the actual value of the good type of dairy cows. Although 15 years old, she was strong throughout, indicating great health and feeding capacity. Many of the farmers and dairymen in this section considered her a revelation in what they had seen in the dairy breeds.

A grade Guernsey demonstrating the use of the pure bred dairy sire in the average herd was also seen by all who passed through the car. In the southern part of Iowa the pure bred dairy sire is the greatest hope of increasing the production of the average herd in a practical manner. The man in charge of the cattle department had many questions to answer at each place. In addition to these two cows, a Jersey heifer and a young sire were carried to show the conformation of the young animal.

One end of the car was devoted to the various samples of feeds for the dairy herd. These were supplied with charts indicating the food nutriment contained in each, and the prices of same. Testing apparatus, covered milk pails, milk scales, model silos and barn fixtures were also carried to demonstrate the most helpful methods of improving the herd. The walls were covered with large charts showing the fertility removed in the various grains when these are sold directly from the farm and comparing the grain system of farming with live stock and particularly dairying. One of the most interesting features in this end of the car was a food demonstration comparing the nutriment in common human food products with that of milk. The various products were placed in dishes which made a concise example of the way in which the cost of living can be reduced.

The programs for the day began at 10 o'clock and continued until four. Upon the arrival of the train at each town two of the men would go direct to the high schools where lectures were given on the importance of general agriculture and dairying. The various contests among the boys and girls were also explained and after the work at the high school was completed the students were taken to the barn where the cows were on exhibition and a regular class in cow judging held. These contests were very interesting and the boys and girls took to the work in an excellent manner. Prizes were furnished by the merchants and considerable rivalry was created among the young people in the work. Nearly every town visited had a large number of farm boys and girls attending the high school. Therefore the work was taken directly to the farms where it would prove helpful.

In addition to the judging contest, a milk record contest was also started. This contest was inaugurated for the purpose of starting the boys and girls to test the cows and determine their relative value. It continues for three months and each of the 200 contestants entered are required to keep complete records on three or more cows. In order to make the contest more practical the basis of awards is not upon the quantity of milk or butter-fat produced by the cows but on the work done by the contestants. Besides the monthly reports containing the amount of milk produced, the test, the

amount of feed consumed, and the profit or loss, an essay of 500 words is required. These contests were started to arouse interest among the younger generation who must take charge of the farms in the future. The boys and girls were impressed with the importance of up-to-date methods on the farm and the necessity for them to break away from the old system of farming practiced by their fathers.

At the same time that the lectures were given at the high schools, the regular meetings were started at the town halls. In each instance, large crowds greeted the lecturers. Talks on feeding, breeding, care of the herd, and an illustrated lecture on dairy conditions in Iowa were given at the halls. At the completion of this work, the entire audience were taken to the place where the local cow show was to take place. Upon arriving at the barn, those in charge found, in the majority of instances, from 20 to 30 cows for demonstration purposes. These were brought in by the surrounding farmers who competed for the prizes offered by the creameries and merchants. In order to give the audience a general idea as to the proper methods of selecting the dairy cow, one of the animals was lead into the ring and carefully gone over, pointing out the essential characteristics necessary for large milk production. This part of the program seemed especially attractive because the animal came from one of the herds in the community. By selecting one from their own herds, the facts could be made clearer than by the use of one of the animals carried on the train. After the cow demonstration was completed, all of the animals were lead into the ring and placed according to their dairy characteristics. The prizes were then awarded. After all questions had been answered, those in attendance were taken to the exhibit car where lecturers were stationed at each department to explain the exhibits.

One of the best indications of the growing interest in dairying throughout this section was the large number of questions asked by the farmers and dairymen. Although this section is far behind the northern part of the state in the general development of dairying, yet it has all of the natural conditions for making this industry successful. The mild climate, the abundance of grass, and the conditions for growing leguminous crops, together with ensilage for feed, make it an ideal place to produce milk. The soils in this part of the state also require building up, which process can

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BUTTER AND EGGS

REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

be done most practically by means of dairying.

But few of the 30 towns visited had creameries. However, in the majority of instances the value of the creamery to the small town was realized. In four of the towns, creamery organizations were being considered and at Mt. Ayr a large creamery company had just been organized. This is a farmers' co-operative creamery and from the general indications of the quantity of the raw product in this vicinity it should prove a success.

The lecturers on the train were pleased to find so many good dairy animals at the various towns. The Jersey breed seems to be prevalent in this section and Holsteins are now being introduced very rapidly. At many of the meetings lecturers were taken out to the surrounding farms to look over the herds and equipment. Their advice was asked on the value of feeds, the improvement of herds, and barn construction.

The men who accompanied the train were J. B. Lamson, agriculturist for the Burlington railroad; G. H. Tellier and P. W. Crowley, assistant dairy commissioners; A. H. Hansen, assistant dairy expert, and E. S. Estel, state dairy expert. In addition to the above men who were on throughout the entire tour, were W. B. Barney, state dairy commissioner; J. G. Watson and A. H. Hoffman, of the extension department Iowa State College; Dr. O. P. Thompson, state milk inspector, and representatives from the state veterinary department.

The train was under the direct supervision of E. S. Estel, expert for the Iowa State Dairy Association, and J. B. Lamson, of the railroad.

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As at the Cedar Rapids State Buttermakers' Convention in 1913, MOST of the TOP NOTCHERS were using the Cleanser that cleans at the time of the Ft. Dodge convention February 18-20, 1914.

In the Whole-milk Class, J. J. Brunner, Strawberry Point, Iowa, captures our first prize, \$10 in gold, with a score of 96½. Carl Hovland, Lake Mills, Iowa, gets the Barrel of Milwaukee Cleanser, our second prize, with a score of 96, and Wm. Meier, Denver, Iowa, gets our third prize, 100 pounds Milwaukee Cleanser, with a score of 95½.

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Our new WHITE SPECIAL, which is also a superior all round cleanser, is especially adapted for glassware and tinware, containing no fatty acids it will in no way Scum the water, and leaves glassware clean and bright. Our Cleansers contain no worthless fillers; they are cleaners through and through.

IMPORTANT NOTICE—After March 15, 1914, we will positively discontinue our Special 10 per cent Discount. So get your orders in before that date.

Our Cleansers are absolutely GUARANTEED to give satisfaction or money refunded.

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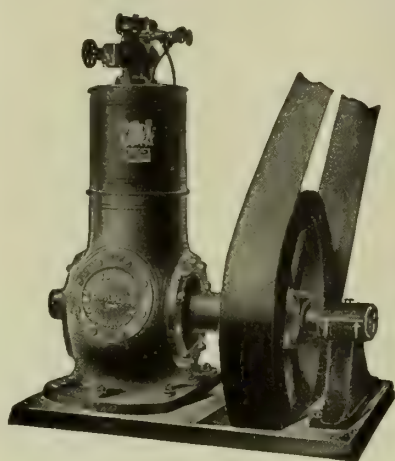
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BAKER ICE MACHINE CO.
OMAHA, NEB.

North Central Iowa Buttermakers

The North Central Iowa Buttermakers' Association held their annual meeting at New Hampton, Iowa, on Thursday, March 19th.

There were present representatives from about 20 creameries and butter entries from 21. First prize, silver cup, was taken by Fred Zell with a score of 96½. Second prize, silver cup, by H. C. Stendel, Vinji Creamery, Scarville, Iowa, score 96¼. Third, butter trier, Thos. Sadler, Oelwein, score 96.

The morning was spent in visiting and a business meeting was called at 11:30, at which time officers were elected as follows: Earl Forrester, Postville, president; D. W. Moehler, New Hampton, vice-president; Frank Brunner, Charles City, secretary and treasurer.

At the afternoon session Howard Reynolds made an interesting talk on conditions in the eastern markets, especially with reference to the effect import butter is going to have on our markets. Samples of import butter from Denmark, New Zealand and Argentine were displayed, also butter boxes showing the different trade marks and the inspection stampings required by the different foreign countries on their export shipments. His talks was very instructive and greatly enjoyed by all present, the boys taking very great interest in the exhibits of foreign butters. The excellence of Danish butter was quite noticeable and it was agreed that it would equal the finest butter made in this country. The butter from New Zealand and Argentine ranked second and third and ran in about the same class as our seconds.

S. B. Nichols also made a few remarks relative to import butter.

Harry Forrester made a few remarks, telling the boys he was going to be in position this year to give them a great deal more time. He solicited business from them for his court friends, promising to bring prosecutions where the boys couldn't bring patrons to time.

L. L. Flickinger, past president, conducted the meeting with great credit and dolefully gave up the chair on account of

having withdrawn from the ranks of the buttermakers.

Frank Brunner took a picture of the members present. He was also busy picking up 50c pieces from members.

Mayor Griffin was there with the open heart and hand for the town of New Hampton and did everything thinkable to make the stay in his town agreeable to the boys. He provided a meeting place in the Eagle Hall and furnished cigars for the boys. He also bought the butter, giving the association a very acceptable price for same.

R. E. Corcoran, with the Preservaline Butter Color Co., Minneapolis, promised the boys a silver plated fern dish as a prize at their next meeting to go to the buttermaker getting the highest score, regardless of the color he uses. He made himself very entertaining to all present and has the gratitude of at least two of his friends for being present.

It was decided to hold the annual picnic at Nora Springs about the middle of August, per invitation of W. F. Miner, who promises the boys the best picnic that has ever been held in Iowa. It is the intention to advertise this picnic to the limit this year and make it the record breaker.

Butter was scored by J. J. Ross and Harry Forrester. Mr. Ross was also on the afternoon program and made a good talk.

Loyalty to the association was shown by O. A. Fosse, who traveled all the way from Elberon, Iowa, to attend the meeting.

The state was represented by Ross, Flickinger and Forrester; the railroads by Drysdale, Galbraith, Lagan, Nichols, Gruver and Roach; Howard Reynolds, Milt Bickel and R. N. Bingeman for New York.

Butter Scores.

Fred Zell, Sumner	96½
H. C. Stendel, Scarville	96¼
Tom Sadler, Oelwein	96
J. J. Brunner, Strawberry Point	95
Robt. Wagner, Sumner	94
Brannan, Lawler	94½
S. F. Lanquest, Saude	93½
A. H. Snyder, Lawler	94
W. H. Chapman, New Hartford	93
W. H. Eischeid, Waucoma	93
F. W. Stickman, Ionia	92½
F. D. Warner, Northwood	94½
E. Bremer, Sumner	92½
F. C. Henzie, Hanlontown	92½
N. O. Benedickson, Decorah	92½
Julius Bruner, Osage	92½

Roy Scoles, Williamstown	92
C. Russler, Fredericksburg	92
M. E. McMurray, Nashua	91½
Mike Hauser, Festina	91½
Emil Hinzle, Charles City	91

Badger Farmers Will Battle

A movement has been started by the Wisconsin Board of Public Affairs which, it is hoped, will result in the marketing of Badger state products under a Wisconsin state brand. This move is to insure the purity of the product. Only organizations complying with the most rigid specifications and furnishing bond will be permitted to use this brand.

A protest against the obstruction now offered by the Sherman anti-trust act was sounded by the board in a resolution calling upon the governor to appoint a committee of Wisconsin citizens to go to Chicago and set forth the claims of Wisconsin producers at the Second National Conference on Marketing and Farm Credits, to be held April 14, 15, 16 and 17. The text of the resolution follows:

Whereas, This board is about to authorize the use of certain brands certifying to the standards of purity and the quality of dairy and other farm products; and

Whereas, In order to develop within the state efficient and scientific organizations of farm producers for the standardization of their packs and packages and the betterment of the quality of farm products and for a more equitable distribution of the same; and

Whereas, A large part of Wisconsin dairy products is now sold and controlled by great packing companies and the system of marketing these products has given rise to certain grave abuses that may frustrate all attempts to raise the standard of purity of these goods; and

Whereas, The existing anti-trust laws should be so modified as to permit the free organization of farmers for the scientific production and sale of their products; and

Whereas, The Second National Conference on Marketing and Farm Credits to be held in Chicago, April 14, 15, 16 and 17 will discuss these subjects and seek to ascertain the views of farmers relative thereto,

Therefore be it resolved, That this board hereby requests the governor to appoint a committee to attend this conference in order that Wisconsin farmers may have adequate representation, that matters so vital to the interests and well being of the state may receive the broadest possible consideration, and that from this discussion may come wise action to guide further state and national legislation in respect to rural credit systems and the marketing of farm products.

The Chamber of Commerce, Indianapolis, estimates that the 14 creameries of Indianapolis churn in 12 months more than 6,200,000 pounds of butter for the local trade and more than a million pounds for outside distribution. These plants also manufacture and import more than 50,000 cases or 1,200,000 pounds of cheese of more than 100 varieties, having a total wholesale value of more than a quarter of a million dollars.

The Rushville creamery, Rushville, Ind., was sold at a receiver's sale to Charles Sefton for \$4,000. The company will be reorganized and expects to do a bigger and better business.

Ole Hauge, who for the past year has been in the hardware business at Colmar, Iowa, has sold out and gone back to the creamery at Ossian, where he made butter for a number of years.

THE MARKETS

CHICAGO.

Conditions Not Very Encouraging—Poor Butter Conspicuous.

[By The Creamery Journal Staff Correspondent.]

For more than the past three weeks the local butter market has been in a demoralized condition, and the present prospects do not point to much improvement in the immediate future. Even the most experienced men on the street are at a loss as to just what is the matter. Of course, the main trouble is that the market is weak, with a poor demand on all grades except the best. Unfortunately most of the butter which has been coming to the market scores too low to come within the requirements demanded by the trade.

Many of the larger receivers on the street are caught with a bunch of poor butter in storage, which they are unable to sell at any price. Offers are being made right and left on storage butter at a price far below the market figure, all to no avail. Butter, except the extra fancy creamery, is not wanted at any price.

Writing the news of the home market, the correspondent is reluctant to give this color to conditions, but the truth must be told, and the most optimistic thing which can be said about the present condition is that receivers for the most part believe the bottom has been reached, and that the market has been trimmed to a point where the constant demand which exists under the worst of circumstances will cause the price to remain steady, and perhaps to rise at an early date.

Commission men here are at a loss to account for the present condition of the butter market unless it is due to foreign butter, after all. One of the theories is that the Pacific coast is closed to shipments of butter from the great middle western producing section on account of importations from New Zealand and Australia, which when taken together with what is produced by the local creameries, is enough to supply the demand. The result of this, of course, is much heavier shipments to this market than would otherwise be the case. While receivers here hate to believe that the Pacific coast is entirely closed to the butter of the middle western states, nevertheless it looks much like this was the case.

Whatever the trouble, the fact remains that the market is groaning under the weight of butter, and the demand is so poor that stock will not move at any price. Too much butter is in storage for a strong market, and from present indications a large amount will have to be carried over. If conditions in the fall are no better than they are at the present time this means that 2c for storage will be added to the cost price. For this reason it is hard to say just what the heavy holders of butter expect to accomplish by carrying stock over. The fact of the matter is that a number of the receivers on the street are up in the air. They do not know what they are going to do, and some of them are willing to sell butter which cost them 28c per pound as low as 18c. This is hard to believe, but the writer knows of at least one case of this sort.

What the next two weeks will see in the butter market cannot be said at this time, as the condition is so uncertain that the oldest heads declare they are at a loss as to what is going to happen. One of two things seems certain. The make in the middle western states has been larger this winter or the foreign butter on the Pacific

coast has closed that market and turned the surplus to Chicago. From present indications it seems much as though this were the case, although Chicago receivers are slow to believe that foreign butter is practical enough, even on the coast, to have this far-reaching result.

Notes.

Tom Gallagher, of Gallagher Bros., made his annual motion on the Butter and Egg Board that March 17th be declared a holiday. Following his usual custom, he made a long and eloquent speech, in which he said that the board should observe St. Patrick's day by taking a vacation in honor of the blessed saint who drove the snakes out of the Emerald Isle. While the members of the board rendered loud and vociferous

applause to Mr. Gallagher's remarks, they nevertheless voted his motion down. This, also, was according to the usual custom. Mr. Gallagher's forces made a greater demonstration this year, however, than for many years. He was assisted this year by Meyer Eichengreen, who claims to be Irish on account of the fact that he has "green" in his name. While Mr. Gallagher's motion has failed regularly as it has been made during the past 10 years, he hopes some day to spring a coup d'etat, and put one over on the whole bunch of A. P. A.'s who have been voting him down all these years.

More than 50 commission men attended a banquet which was given last week to John C. Scales, who was recently elected



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president of the National League of Commission Merchants at the annual convention at Jacksonville, Fla. The affair was held at the Union hotel, which is becoming quite a favorite among commission men for gatherings of this sort. Louis Lepman was in charge of the arrangements for the banquet, which has been brewing ever since Mr. Scales was honored at the southern meeting. Speeches were made by the various guests, and trade matters were freely discussed on a social footing.

C. H. Weaver, who stayed in the south for several weeks on the occasion of his trip to attend the annual convention of the National Association of Commission Merchants, has returned to his desk much improved in looks. He liked the south this year better than usual and this accounts for his extended sojourn.

Plans are progressing for the erection and establishment of a commission house district, with freight terminals and other facilities which will enable the vast amount of produce which comes to this market to be handled in a manner proportionate to the volume. Last week the city council approved the plans of the railroads to erect a \$65,000,000 passenger depot and freight terminal. This will have no other effect on the new commission house district plan than that the atmosphere will be cleared. Up until this time the railroads have been holding back when it came to committing themselves in regard to the plan of the produce men, declaring that nothing could be done until they knew where they stood on the matter of the new union depot. Now that they know, and the matter has been settled to the general satisfaction of all the roads, it is expected that the moving of the street will be given more attention.

"Ten of the 28 railroads which enter the city have agreed to the new plan," said C. L. Wagner, who is head of the joint committee of the joint organizations of the produce men. "Since the passage of the new ordinance covering the union depot and freight terminal several of the roads which up until this time have assumed an indifferent manner have called me up and have expressed willingness to go ahead and co-operate with us in our plan. One of the most admirable features in connection with the railroads is the fact that the smaller differences are being forgotten in the recognition that the common good of all is at stake. For instance, I can cite one case where a road entering the city has certain advantages under present conditions in handling potatoes. The company has a yard for unloading and distribution purpose, and on that account is generally regarded by country shippers as the proper road over which to ship potatoes to the city. With the establishing of a central freight terminal almost any road entering the city

will serve the purpose as well as this road. Yet this road has not hesitated to give the sincerest assurance of assistance in the new plan. We have plenty of capital behind us and a man with a wonderful record as a promoter. I refer to Napoleon Picard, who is a whirlwind of enthusiasm. He can look after the larger details of financing the plan. The peculiar conditions of moving the street makes it necessary, of course, that the finer details should be worked out by persons with experience in the produce business."

BOSTON.**Values on a Steadier Basis, But Still Unsatisfactory.**

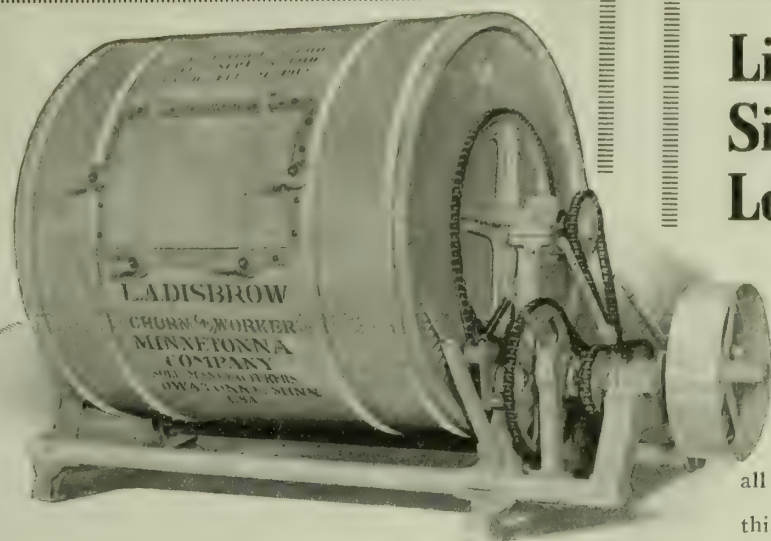
[By 'The Creamery Journal Staff Correspondent.]

The expected break in prices of butter occurred a week ago, and a decline of 2@3c was the result. This is more than was anticipated, but it has cleared the channels of distribution and has imparted some confidence to the situation. Values are now on a steadier basis, and apparently as low as they are likely to go for awhile. There is still more good storage stock here than holders would like, and as it is being worked off at a loss to owners it naturally makes an unsatisfactory feeling. But as the trouble was brewing for several weeks, it is better to have the break come now than later. Receipts of fresh make are steadily increasing, and may soon be up to the average wants of the trade. Arrivals from foreign places have not been of any importance the past week, but it is understood that several invoices are on the way and will probably be here in another week.

A week ago sales of fresh creamery extras started at 28c, but in a day or two the price dropped to 27c, and then to 26c. At the latter prices the demand increased, and soon the accumulations of choice grades began to move freely and a healthier tone was developed. Firsts which were held up to 25@26c soon gave way and dropped to 24c, at which a good business has been done. The under grades, including seconds and thirds, had very little call, and settled down to 20@23c; renovated declined to 20c and lades to 18c.

Cold storage stock, of course, sympathized with fresh, and the decline followed about the same way as for the fresh make. The price of the best creamery held up for a day or two at 27c, but buyers kept away and soon the top price was 25c. Firsts found but few buyers at over 23@24c, and seconds could find bids at over 20c. These are low and unprofitable prices, and some holders have decided to withdraw their goods for awhile, hoping to be able to do better later. But the prevailing feeling is to get rid of the old stock as soon as possible, and buyers continue to have the advantage.

After writing the above, the market recovered some strength and sales of best fresh creamery were made at 27c, and this price ruled for a day or two, because there was a short supply of the top grade. But with increased receipts an easier tendency set in again, and 26c became an extreme selling price. At the close, the market is in a peculiar condition and nobody knows what is coming next. Certainly, there is no confidence in the present situation, and both buyers and sellers are waiting anxiously for the next move. The prevailing opinion is that values are bound soon to settle down to a lower basis, but in the meantime there is likely to be a strong spurt, if supplies should run temporarily scarce. Receipts at present are not large enough to meet all the wants of the trade,



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This is absolutely a **light-running** churn. A 6-inch belt will run the largest size.

Simplicity of construction has been carried out to the last degree. Only three levers are required—all useless parts and gears have been done away with.

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Alignment is perfect—sprockets are standardized—best Diamond brand automobile chains are used—intermeshing gears are eliminated.

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Write today for complete description and prices, so we can tell you more about this wonderful maker of **quality** butter.

Minnetonka Company

Department A-5

Owatonna, Minn.

but with the withdrawals from storage there is no danger of a butter famine.

Receipts for the week ending March 21st amounted to 923,341 pounds, and for the week previous the amount was 929,761 pounds, a total for two weeks of 1,853,102 pounds.

For the corresponding two weeks last year the total receipts were 1,647,207 pounds. This gives us an increase of a little more than 200,000 pounds for this year over same time last year.

For the past two weeks the withdrawals from cold storage aggregated 14,758 packages against 14,302 packages same time last year. The average weight of the packages is estimated at 51 pounds each, making 752,658 pounds for this year against 729,402 pounds same time a year ago.

By adding receipts and withdrawals together, we get a total of 2,605,760 pounds as compared with 2,376,609 pounds for corresponding two weeks last year. These totals fairly represent the consumption or distribution for two weeks, and give us a consumption per week this year of 1,300,000 pounds.

The stock of butter in cold storage on the 21st of March was 55,573 packages against 27,628 packages same time last year, showing that we now hold about twice as much stock as we did a year ago.

NEW YORK.

Trade Very Pessimistic—They Say the Worst is Yet to Come.

[By The Creamery Journal Staff Correspondent.]

There is no silver lining to the butter cloud, and, in fact, pessimistic remarks are heard on every side, along with predictions that the "worst is yet to come." It will not

be long before the various cold storage laws limiting the storage of butter to one year will become operative and receivers will then be forced to clean out the coolers, using whatever markets are open to them. For some little time all owners of held stock have been pushing their butter for dear life and have been taking whatever losses have been necessary, with the one idea of cleaning up as soon as possible. Those who began months ago are out of the woods and while they have not forgotten their losses they were not as heavy as those who are marketing stock now. When butter which easily cost 30c into the coolers is selling for 22@23c, some one is bound to be losing money. The losses on storage butter this year will be monumental and as there is a large portion in the coolers still, it is impossible to figure just what will have been lost on the butter market during the 1913-1914 deal.

For two weeks or more New York has been swamped with supplies and it has been almost impossible to clean up. Buyers realize that there is plenty of butter around and as many believe the market will sag still lower they are not operating beyond their actual wants and the uncertainty of the situation makes speculation at a minimum.

Last week's receipts were record breakers for March, totaling 56,052 packages. A year ago the same week, when the arrivals were normal, they were 39,992 packages. The large supply is not by any means all fresh butter although the make during the past few weeks has shown some increase as nearly all of the western states have entered the spring season simultaneously and a heavier flow of milk is reported. Some creameries which have been turning out

very little stock are now beginning to ship liberally. A good deal of last week's supply as well as of this has been cold storage butter from interior points and last week's supply even included two straight cars from California. The stock came in boxes but did not meet a ready sale as New York buyers are prejudiced against California creamery stock on account of its flavor.

Pennsylvania operators have also unloaded considerable of their cold storage stock in New York as the cold storage law there prevented the marketing of their butter at home. One authority estimates that from this source alone New York received as many as 7,000 tubs in two weeks. Chicago has made New York a dumping ground for a share of her surplus and 20 cars reached this market within a short time for consumption in the metropolitan area. Out of 56,000 packages received last week at least 10,000 were held stock so that the make in reality was only a trifle heavier than the corresponding week a year ago.

One of the heaviest losers on the butter deal this year has been Swift & Co. They were active in securing stock last June and they had immense supplies at almost every storage point. Realizing the trend of the market a few months ago, this firm began selling at any price which kept the butter moving. It is reported now that that firm has a comparatively light stock on hand. Other houses began last September to get rid of their surplus, so by the time the market reached its low point several weeks ago many of them had minimum supplies, considering the season of the year. A little better outlook followed when the market struck 25c about 10 days ago, as some operators began to speculate to some extent and the out-of-town trade picked up, but

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21 Jay Street
NEW YORK

References: Irrving National Bank, N. Y.

the reaction was only temporary as trading fell off again when butter got back to 25@26c, around which price it has hovered for the past week.

The unsettled domestic situation has kept dealers from doing much with foreign butter and business in that line has been practically at a standstill, although some of the shipments which were ordered weeks ago are now being delivered. Within the past week there have been delivered 732 boxes on one cargo and 904 on another from New Zealand, the shipment coming by way of London. Most of this stock came to one of the large packers. What little Danish butter is on the market sells on a par with domestic. A steamer from Argentine is due next week with about 1,000 boxes of creamery. The process market abroad has

reached a point where it has been possible to do a little exporting and about 1,000 boxes along with several hundred tubs of held creamery and about an equal quantity of ladles were shipped to London, while Hamburg took about 150 tubs of ladles. This week the movement in these three lines will probably be about 1,500 packages. This has somewhat relieved the situation.

It seems difficult to imagine the under-grade butter market going any lower, June packing stock is in fairly good request but the makers of process have about all of the available supplies on hand and they are using it for their own needs on account of its superior quality. Locally there is very little doing in process and on account of the stagnant condition of the market many of the factories are idle and will not become operative until prices advance. Ladles are about changing money even and there is no snap to the trade. Bakers are taking about all that is coming but the situation is unsatisfactory. There is practically no fresh No. 1 packing stock on the market. Most of that from the south is too heavily laden with moisture and some of the packing stock houses are compelled to rework it to eliminate the excess moisture.

There are many indications which point to a heavy make of butter this spring and with large supplies in the coolers the outlook is none too encouraging. While prices are at a low point now and losses are heavy on held stock, still many think that the only salvation of the market is to cut prices still lower in order to clean up. Quite a few operators are of the opinion that June creameries can be bought for 20c before the season ends.

PHILADELPHIA.

Market Unsettled—Weakness Prevails— Receipts of Fancy Stock Moderate.

[By The Creamery Journal Staff Correspondent.]

Our market is in an unsettled condition, and with no check as yet on the downward movement, which started in on March 23d, weakness is prevailing all along the line. Fancy specials are about the only goods that have any inquiry, and while they are quoted at 27@28c, with the light and unsatisfactory demand, concessions have been made where a clean-up could be effected.

The receipts of fine stock are moderate but quite ample to meet the small requirements, and as buyers are exceedingly cautious and operating only from "hand to mouth," we find some accumulations of the higher grades.

Commercial stock is quoted at 26c, but it is well known that it has been moved out at 24@25c. Under the existing conditions, great pressure is exerted to sell, and it has been unsafe for a buyer to make a bid on a line of butter if he didn't really want it at his figure as the chances were nine out of 10 than his offer would be accepted.

Storage butter in plenty is being offered and holders generally are anxious to close out their holdings.

Some large butter makers advise the unloading of cooler stock though it be at a loss, giving as their opinion that the holdings are now for the greater part quite ordinary, some being even tallowy and fishy, and that by next fall they will have gone from bad to worse.

The Philadelphia merchants are somewhat handicapped in handling Pennsylvania cooler goods as the cold storage laws in force in this state require the containers of butter to be plainly marked "wholesome cold storage food." Now as the jobbers claim that the retailers do not want any butter thus stamped, they give it the go-by;

other markets, however, outside of the state send considerable here which the jobbing trade buys, because it is unstamped, and the consumer often pays the price of fresh for it.

Packing stock is more plentiful and has a value of 12@16c as to condition and quality. As buyers are wanting fresh goods only, the old butter is rejected. Ladles or factory butter is very dull, and quotations are largely nominal. The best makes are offered at 18c, but as held creamery has been bought at the same figure, and users give it the preference, ladles have little call.

Quotations: Fancy specials, 28c; extra, 26c; extra firsts, 25c; firsts, 24c; seconds, 23c; ladles, 18@20c.

George W. Ziegler, who is well known in the produce trade, having been among them for 30 years, is now connected with David Bradley, at Dock and Water streets, where he will handle butter, eggs and poultry. Mr. Bradley enjoys an extensive meat business.

SPRING PREPARATIONS.

Office of Information, U. S. Department of Agriculture.

As soon as the ground is free from frost, the yards, the lawns and other parts adjacent to the creamery should be cleared of all rubbish and thoroughly cleaned. If the drive is in poor condition, repairs should be made without delay. Ornamental trees and shrubbery, which add so much to the attractiveness of the creamery, should be set out at this time, and the flower beds put in order. The machinery should be subjected to a thorough overhauling and if new apparatus is required, it should be procured and installed before the arrival of the busy season, says the Department of Agriculture.

If a new floor is needed, it should be put in at this time. It is also the proper time for painting the walls and ceiling, if it is necessary, and there are few creameries at this season where such treatment would not be beneficial. More time is now available and can be better spared than at any other season for any necessary repair work. In short, spring is the time to give attention to all matters affecting the efficiency of the plant.

One of the most important things in the management of a creamery is to adjust conditions and methods so that they are at all times in harmony with the requirements of the prevailing season. An incompetent manager makes no changes, as a rule, until he is compelled to do so by force of circumstances, while an able manager anticipates the seasonal requirements and prepares himself to meet them as soon as they appear.

In the spring of the year there are many things which should be given special attention by the buttermaker and the creamery manager. If the spring cleaning has not been done, it should be attended to without delay, for the busy season will soon be here—the season of long days and hard work when there will be no chance to attend to anything but the regular every day duties. The surroundings of the creamery should be cleared of all rubbish; drives, flower beds, etc., should be put in proper order so that the factory may present a tidy and attractive appearance. In the creamery proper, the walls, the ceiling and the windows generally need washing and the refrigerator requires thorough cleaning. Perhaps the entire building needs painting both inside and outside. The doors, the windows, and the receiving room or intake should be properly screened. If the receiving room is left open, thousands of

Iowa-Michigan Prize-Winners Users of Chr. Hansen's Butter Color and Lactic Ferment Culture

Iowa Buttermakers' Association Ft. Dodge, 1914.

First prize score 95.09, eight months' average, H. S. cream, won by F. D. Warner, Northwood, using Chr. Hansen's Butter Color. The color of quality.

Michigan Buttermakers' Association Grand Rapids, 1914.

First prize score 96, won by Edward Winters, Mt. Clemmens, using Chr. Hansen's Lactic Ferment Culture.

It pays to use both Chr. Hansen's Danish butter color as well as Chr. Hansen's Lactic Ferment Culture. Both are known to be of the highest quality, and produce in butter the highest flavor and greatest keeping quality.

CHR. HANSEN'S LABORATORY LITTLE FALLS, N. Y.

flies will enter the building though the doors and windows are screened; hence, where the building is so arranged that the intake can not be screened it should be changed without delay. Flies are filthy, insanitary insects and should never be tolerated in a creamery.

As the atmosphere becomes warmer it will generally be necessary to reduce the ripening temperature of the starter and of the cream, especially during the months of May and June. In most cases the churning temperature can be reduced from four to six degrees from that in use during the winter. When the cows have been turned out on pasture the color of the butter will be increased naturally from day to day and the amount of artificial color used should, therefore, be diminished accordingly.

Second Iowa Contest

We print below a report of the scores for the first scoring of the educational contest. The second scoring will be held on April 17th. Butter for this contest should arrive at Ames not later than the 15th. We regret that there were only a few new men entering at this time. The most of the contestants were those who have participated during the past years. We hope that more new contestants will enter in the April scoring.—M. Mortensen.

Whole-milk Class.

W. H. Eischeid, Waucoma.....	96
Chris Russler, Fredericksburg.....	95½
Alton Brannon, Lawler.....	95
Ray H. Scoles, Fredericksburg.....	95
F. W. Stephenson, Oelwein.....	94½
W. E. Redman, Montrose, Minn.....	94½
W. Anderson, Emmetsburg.....	94
J. J. Brunner, Strawberry Point.....	94

T. E. Sadler, Oelwein.....	94
Nick Ambrose, Tripoli.....	94
F. M. Zell, Sumner.....	93½
Carl Hoveland, Lake Mills.....	92½
Milton Colton, Masonville.....	92½
Anton Smith, Jesup.....	92
F. W. Bremer, Sumner.....	91

Gathered Cream Class.

H. C. Stendel, Scarville.....	96
W. H. Chapman, New Hartford.....	96
R. E. Clemons, Burt.....	95
G. J. Gudknecht, Owasa.....	95
F. D. Warner, Northwood.....	94
S. S. Hudson, Titonka.....	94
Chris Lundburg, Greenfield.....	94
J. M. Hauser, Manly.....	94
H. P. Chapman, New Hartford.....	93½
H. Soballe, Coulter.....	93½
C. W. Green, Hartley.....	93½
Wm. Helgasen, Lone Rock.....	93½
Henry Hansen, Cylinder.....	93
John Christensen, Thornton.....	93
Robt. Wagner, Sumner.....	93
F. C. Hinze, Hanlontown.....	93
J. F. Van der Meer, Orange City.....	93
Fred Lehman, Monticello.....	92½
D. A. O'Neill, Bradgate.....	92½
H. K. Nelson, Scarville.....	92½
M. E. Fredrickson, Clemons Grove.....	92
J. C. Farnham, Rockford.....	91
J. A. Kramer, Ashton.....	91
P. Thuessen, Kimballton.....	91
G. H. Guthrie, Brooklyn.....	90
H. C. Thompson, Buffalo Center.....	90
J. E. McCaffrey, Osage.....	90

Electric Sterilization

The sterilization of milk by electricity without injury to flavor or nutritive qualities bids fair to become a regular practice. Recent attempts to kill the bacteria in milk

by brief exposure to the ultra-violet light from a quartz mercury-vapor lamp have attracted considerable interest, but these attempts have not resulted in success. The milk is so opaque to the rays that it was necessary to expose it in thin sheets and then a dangerous fraction of the bacteria escaped the killing process. Another objection has been that the necessary intensity of the ultra-violet light gave an unpleasant taste to milk. Another process has been developed at the University of Liverpool under a grant from the city council and the experiments, carried on for the past two years, are most promising. Exact details of the method have not yet been made public, but it is stated that a high-tension electric current is used and that the exposure is exceedingly brief. The taste of the milk is not changed in the least, nor is the "bouquet" lost. Expert dairymen testified that they could not detect any difference in treated and untreated samples. In fact, the city analyst found no change in the composition of milk so treated or at least so little as to be negligible. It seems remarkable that the acidity did not increase. Naturally there was no coagulation. Heating was trifling. All pathogenic or dangerous bacteria were killed by the electrification, and it was stated by the scientists that perfect sterilization could be secured with longer treatment. The feeding tests so far have been made on kittens, which grew fat on the sterilized milk. Guinea pigs inoculated with tuberculous milk that had been electrically treated failed to develop the disease. The city of Liverpool has made the investigation official.

Newport, Wash., is to have a farmers' cooperative creamery.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, APRIL 1, 1914.

OPTIMISM.

The condition of the butter market and the general condition into which the creamery business has been thrown has been responsible for a great many failures the past winter, and will also be responsible for numerous changes all along the line. In the frantic rush for riches, business men in all lines plunge into the current and apparently trust to luck to land safely. Some do and many do not. It has taken some of our most horrifying catastrophes to wake up the people and make them think and act sanely.

The butter industry—the creamery game, if you please—has been plunging along into certain disaster sooner or later. It came sooner than many expected. The combination of circumstances in the business and political world during 1913 has tested the strength of every line of business, particularly the butter business. Our system was not rugged enough to overcome the shock. Our vitality has been spent in fighting competition; we have yielded to competitive evils until our sound business foundation has been undermined.

But out of the ashes of a reckless past there arises the hope that a new system will develop and thrive. The trade has had its lesson from the great teacher—experience. We have been taught thoroughly the lesson that final results are measured directly and solely by cause. We have learned that to succeed we must practice strict economy, exercise business judgment and insist on efficiency. We have learned that cream must be handled care-

fully and often to make good butter, and we have learned that poor butter will not sell.

The dairy industry is too great to be seriously injured by the sins of our butter manufacturers, and the impetus is sufficient to carry itself over this temporary demoralization.

We believe a bigger and better system will develop from past experiences; we believe the butter industry will be put on a firm, consistent basis, and that many of the costly, foolish practices will be permanently abandoned.

Everyone connected with the butter business has learned the lesson and we are optimistic enough to believe that 1914 will mark the beginning of a new and prosperous epoch in the butter industry.



We don't know why it should, but when we think of Burleson's parcel post system of distributing farm products direct to consumers, there arises before us a vision of the average woman making the rounds of a market. That intense feminine desire to shop around before buying is, it seems, a barrier to Mr. Burleson's remedy for reducing living cost. When it comes to shopping, whether it be eatables or dry goods, the sense of "fingering" is developed to as great a degree as the sense of smell or sight. Our experience has been that a woman won't buy until she has shopped all around. If Mr. Burleson or anyone else invents a system which deprives women of that instinct, it may work out all right, but personally we are not very enthusiastic over it.



The Elgin Dairy Report says: "We believe the dairy newspapers have done more to miseducate the people and give them false ideas of values, at least to those who are not capable of doing their own thinking, than any other one factor."

The balance of the squib containing this statement refers to daily newspapers, and as we are a dairy newspaper, we are going to assume that their compositor erroneously substituted an "r" for an "l."



Do your patrons understand why the price of butter is so low, and do they realize what they must do if they are ever to receive as good prices for butter-fat as they have enjoyed in the past? You, Mr. Buttermaker, are overlooking an important thing if you do not take advantage of present conditions to start your creamery out this spring on the right foot.



A fact has recently been brought out by statistics from the commercial agencies which is very important. They say that a majority of the failures in business are caused by incompetency, inefficiency and a lack of proper business methods. This proves that competition is not the cause. The creamery has more to fear from itself than from its neighbor.

First Prize Winners at the Iowa Conventions Used "DANDELION BRAND BUTTER COLOR"

IOWA BUTTERMAKERS' CONVENTION.
Fort Dodge, Iowa, February 17 to 19, 1914.

WHOLE-MILK
J. J. Brunner, Strawberry Point, Iowa.....Score 96½
GATHERED CREAM
H. W. Nelson, Joice, Iowa.....Score 96

IOWA STATE DAIRY CONVENTION.
Waterloo, Iowa, October 13 to 18, 1913.

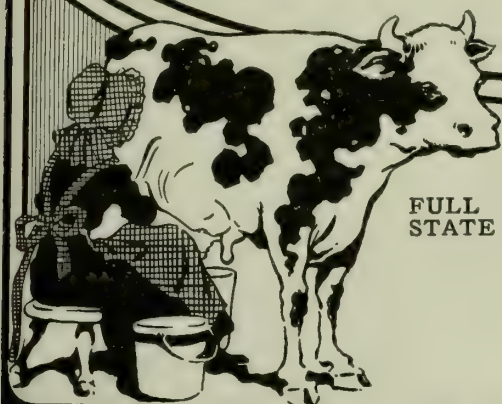
WHOLE-MILK
T. E. Sadler, Hazleton, Iowa.....Score 98
GATHERED CREAM
W. H. Anderson, Algona, Iowa.....Score 97¼

They all used Wells & Richardson Co.'s
"Dandelion Brand" Vegetable Color.
"The Standard for many years."
"For sale by all first class Supply Houses."

We guarantee that Dandelion Brand Butter Color is **PURELY VEGETABLE** and that it meets the **FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.**

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Co-operation In Denmark

The area of Denmark is 15,000 square miles and its population is 2,500,000. In 1884 it exported 32,000,000 pounds of butter. In 1912 it exported 234,000,000 pounds of butter, besides several million dollars' worth of milk, cream and cheese.

That is a wonderful record and the writers who report it give the credit for it to the establishment of co-operative dairies. These dairies are organized by a group of farmers who elect a managing board, buy land, build a dairy and dwelling house for the staff and install the necessary machinery.

Every morning the milk is brought to the dairy in hired carts so that the carriage of the milk is as easy for the producers living at a distance as for those quite close to the dairy. In the dairy the milk supplied by each member is weighed and twice a week its fat content is determined, because it is paid for according to its value for butter-making. After being weighed the milk is passed through a filter, warmed to 122 to 131 degrees and centrifugated. The cream is immediately pasteurized at 176 to 185 degrees, then cooled and the starter added to it so as to be ready for churning the next morning. Only a part of the skim-milk is used for making cheese; most of it, on issuing from the separator, is pasteurized at 194 to 203 degrees, then weighed out still warm for the members, to whom it is sent, together with their share of the butter-milk, by the milk cart, thus all the members get back their skimmed milk and butter-milk, which they can use for feeding calves, young pigs, foals or chickens.

The co-operative dairies were founded principally with the object of attaining the

complete utilization of the butter-fat contained in the milk of the many small farms, while the manufacture of cheese was but little contemplated. Here and there the new dairies were built and equipped for the making of skim-milk cheeses, but as a rule the greater part of the centrifugated milk, as well as the butter-milk, was sent back to the members, and only very few co-operative dairies were induced to take up from the beginning and on a large scale the retail sale of milk.

The production of butter was almost everywhere carried out successfully. Not only was it possible with the aid of separators to extract more butter from the milk, but as a rule the quality of the butter was much better than that hitherto obtained by the numerous small producers, and was consequently sold at very advantageous prices.

The result was that the co-operative dairies enabled the numerous small farmers to produce butter with the profit which up to then had only been possible for large farms; and even poor cottagers who possess only one cow find it profitable to contribute to the increase of the production of milk.

It is a striking example of the results that may be achieved by intelligent co-operation. But there has been something more than co-operation. At the head of each of these dairies there is an expert—not only an expert in making butter, but an expert in grading milk and in feeding cows so as to get the greatest quantity and the best quality of milk. Indeed, the whole scheme of co-operative dairies in Denmark is the device of experts. "Farm Advisers" went out among these men who had been milking cows and making cheese and butter all their lives, and their fathers before them, and actually had the audacity to tell them

that there were some things about their business that they didn't know.

And in 30 years, without adding an acre to the tilled area of the country the value of its dairy product has been multiplied by eight!

Missouri Progress

The establishment of a chain of co-operative creameries throughout Missouri is the plan of the executive committee of the Missouri State Federation of Commercial Clubs. To that end it was decided to employ an expert creameryman to canvass the farmers of the state with a view to inducing them to aid the project by moral and financial support.

The committee also decided to sell to Missourians everywhere a button containing the words, "I am for Missouri," at \$1 each.

Alfred Harty, secretary of the organization, suggested that it would be a big help to the state if arrangements could be made to install in the Midway at Union Station an exhibit of the agricultural products of the state, where travelers could see what Missouri has to offer to people seeking new farming locations.

Those who attended the meeting were: A. W. Douglas, St. Louis, chairman; William Hirth, Columbia, president of the organization; A. N. Lindsey, Clinton, secretary; Lieut. Gov. W. R. Painter, Jefferson City; James A. Houchin, Jefferson City; Alfred Harty, Bloomfield; Prof. Scarborough, Warrensburg; V. M. Watson, Kansas City; E. P. Lampkin, St. Louis; A. H. Hinchey, Cape Girardeau.

Ida Grove, Iowa, wants a creamery, and the matter has been left to a citizens' committee.

Bowman & Bull Co.

CASH BUYERS—RECEIVERS

136 W. Lake St., Chicago

ALL GRADES BUTTER, EGGS, DRESSED POULTRY

Our proposition will interest you. Write us. :: :: ::

ALBERT LEA STATE CREAMERY.

Annual Statement from January 1st, 1913, to January 1st, 1914.

Pounds of milk received.....	1,706,053	
Average test of milk.....	3.601	
Butter-fat in milk.....		61,445.9 pounds
Pounds of cream received.....	521,418	
Average test of cream.....	26.927	
Butter-fat in cream.....		140,404.7 pounds
Total butter-fat received.....		201,850.6 pounds
Butter-fat sold in milk and cream.....		12,671.7 pounds
Butter-fat made into butter.....		189,178.9 pounds
Total butter made.....	233,421.0 pounds	
Total fat made into butter.....	189,178.9 pounds	
Overrun	44,242.1 pounds	or 23.38%
Butter sold patrons.....	27,845 pounds @ 32.747c	\$ 9,118.65
Butter sold locally.....	146,894 pounds @ 32.655c	47,968.59
Butter shipped	58,562 pounds @ 30.781c	18,026.39
Total sales	233,301 pounds @ 32.196c	\$75,113.63
Increase in invoice.....	120 pounds	
Make	233,421 pounds	

Receipts.

Balance	\$ 58.32
Butter (inc. patrons).....	75,113.63
Cream sales	5,291.51
Milk sales	168.68
Butter-milk sales	585.15
Miscellaneous receipts	42.24
Butter on hand Jan. 1, 1914.....	1,260.59
Total	\$82,520.12

Running Expenses.

Salaries	\$ 2,400.00
Coal	648.42
Tubs and packages.....	840.96
Salt	99.40
Ice	79.40
Oil, acid and butter color.....	64.86
Office	104.25
Miscellaneous	503.57
Total	\$ 4,740.86

Average price received for butter.....	32.196c
Average price paid for butter-fat.....	37.310c
Net cost of making pound of butter.....	1.903c
Net cost of making pound of butter, including interest on money invested (\$15,000 at 6 per cent) and sinking fund	2.750c

Dated at Albert Lea, Minnesota, February 1st, 1914.

Disbursements.

Butter on hand Jan. 1, 1913.....	\$ 1,216.19
Paid patrons, inc. butter.....	75,316.36
Running expenses	4,740.86
Paid into sinking fund.....	1,210.10
Balance	36.61
Total	\$82,520.12

Sinking Fund.

Paid in during year.....	\$ 1,210.10
Balance first of year.....	196.38
Miscellaneous receipts	1.40
Total	\$ 1,407.88
Paid out in 1913.....	\$ 1,209.67
Balance end of year.....	198.21
Total	\$ 1,407.88

New York Educational Scoring

The March scoring was held on the 20th. Eighteen packages of butter were received. The following makers received a score of 90 or above:

	Score
Wm. Fosgate, Pitcher.....	90.33
E. C. Fancher, Indian Falls.....	90.17
D. C. Freeman, Deposit.....	90.83
Glenn Harter, Skaneateles.....	91.5
J. A. Cook, Ithaca.....	93.33
R. R. Steacy, Ithaca.....	93.00
Mrs. Fred J. Eggleston, Poestenkill.....	90.7

Seven Gates Farm, Geo. Gullock, buttermaker, N. Tisbury, Mass.....94.5
Two samples of milk and one of cream were received. Only the milk scored above 90. The following persons cared for this milk:

C. H. Voight, Washington Mills.....	93
Seven Gates Farm, Geo. Gullock, buttermaker, N. Tisbury, Mass.....	95.8
—Department of Dairy Industry, Cornell University, Ithaca, N. Y.	

The Boyland Creamery Company, of Grand Rapids, Mich., has incorporated

Ozone Sterilization

Dr. E. Wiener, staff surgeon in the Austrian army and a member of the faculty of the University of Vienna, demonstrated to more than 150 officials and scientists in Washington, D. C., recently, his apparatus intended to replace pasteurization for the sterilization of milk. He said that unsterilized milk was dangerous when used generally.

"My process does not cook the milk," said Dr. Wiener. "It sterilizes it by means of ozone. The milk is atomized in a small chamber. Then it is no longer a liquid but a vapor. It resembles a portion of a dense cloud. A high tension electric current forms the ozone. This is mixed with the milk vapor. The contact of the vapor and the ozone condenses the milk and the remaining ozone is removed by means of compressed air. The pathogenic bacteria, those most to be dreaded, are entirely destroyed, while the beneficial constituents remain in their original form."

Dr. Wiener came to Washington from Vienna to demonstrate his method at the invitation of the Department of Agriculture. The apparatus will be thoroughly tested by government scientists of the Bureau of Animal Industry.

Co-operative Value

When a poor cotton growing county develops a co-operative creamery that can market \$10,000 worth of butter in one month, the possibilities of the southland can be realized. The county that did this was Catawba county, North Carolina, and the man who showed Catawba county how it could be done was Walter J. Shuford, of Hickory.

Gradually during the three years in which this creamery has grown to the point of selling \$10,000 worth of butter in one month, the public has learned what real, definite, up-to-date co-operation means. This creamery today is handling an immense business in eggs and is preparing to market fancy dressed poultry in special cartons for the metropolitan trade. All of this means that to a certain extent Catawba county is getting all of the profit, instead of having it split up among innumerable middle men, and it is also getting the advantage that comes from carefully packed and standardized products that are absolutely dependable. Before the creamery began business the best butter sold for from 12 to 20c per pound in trade, while today their butter brings 33c in cash.

D. E. Gardner has leased the two creameries formerly owned by the Marion (Ohio) Pure Milk Company at Rushsylvania and Big Springs, and is manufacturing butter at those places. He expects to install some new machinery and conduct up-to-date creameries. He will continue to reside in Marion.

The stockholders of the creamery at Viroqua, Wis., recently voted to erect a \$12,000 building, work to begin at once.

The new creamery at Ladysmith, Wis., is now in operation with C. P. Anderson in charge.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Sweet Cream Butter

On February 17th, 18th and 19th, representatives of the department examined 219 samples of butter packed for the Navy Department during the spring and summer of 1913 and held in storage for a period ranging from seven to nine months. For several years the Navy Department has purchased annually from 500,000 to 700,000 pounds of butter packed in hermetically sealed tins for use on board its ships while at sea. In 1913, 500,000 pounds of such butter were made at four creameries, two of which were located in New York and one each in Pennsylvania and Minnesota. The butter was made during a period of 90 days between May 1st and August 20th, according to specifications prepared by the dairy division, Bureau of Animal Industry, Department of Agriculture. The specifications required that the butter should be made from pasteurized cream containing not more than 0.234 per cent of acid for butter scoring 95 points, which quality was required for at least 70 per cent of the total amount packed. A water content of 13 per cent or less and a salt content between $2\frac{1}{2}$ and $3\frac{1}{4}$ per cent were required. The butter was stored at a temperature of zero or below as fast as carload lots accumulated at the creamery. Inspectors working under the supervision of the dairy division were stationed at each of the creameries making this butter and made the tests for acidity in the cream and for the salt and moisture contents in the butter. The inspectors had authority and were directed to require strict compliance with the specifications. In order that the keeping quality of the butter might be determined and any necessary changes in the methods of manufacture noted, the inspectors were authorized to take a sample can from each day's make. These samples, containing five pounds each, were stored and held under the same conditions as the general supply. The examination of these samples was held on the days given above with the following results:

Creamery	Number of samples	Average score at time of packing	Average score after storing	Points lost in storage
No. 1	23	95.000	93.355	1.645
No. 2	41	94.871	92.126	2.745
No. 3	64	94.840	92.070	2.770
No. 4	>1	94.773	91.868	2.905

The results show that for storage purposes butter made in this way has exceptionally good keeping qualities, and confirms the opinion that for the requirements of the Navy Department butter made from sweet cream has no superior. The tin from which the cans were made was process-lacquered on both sides, and resulted in entirely preventing the development of rust which had shown to some extent in previous years.

The judges pronounced the butter to be of uniform quality and with no serious defects.

Business Methods Necessary

"Before a co-operative concern is started in any community there should be a real need for the enterprise, and an opportunity for it to benefit, materially, every one of its shareholders and patrons," recently declared B. H. Hibbard of the Wisconsin College of Agriculture.

"No co-operative company can succeed," he said, "unless there is sufficient business to permit of its being conducted on an efficient and economical basis. It must be possible for the concern to increase materially the farmers' profits or give them better service than they could secure individually. If this cannot be done, there is no necessity

for establishing a co-operative enterprise.

"Probably more co-operative companies have gone to pieces because of poor management than for any other one cause. To succeed, the business must involve, except in minor instances, a vital part of the manager's success. He must be deeply interested in the concern, and its success or failure should mean financial gain or loss to him."

The Bloomingdale Creamery Company, Bloomingdale, Ind., has been bought out by a new company, and will be operated under the management of E. B. Morris, who has been elected president, and Charles Nelson, secretary.

Modern Buttermaking and Dairy

Arithmetic (regular price \$1.50)

and The Creamery Journal one year, both for \$2.00.

Nine Hundred Ninety-seven Parts Sodium Chloride, Three Parts in a Thousand of Other Minerals

Here is the Colonial record of salt purity, vouched for by reputable chemists after thorough, painstaking analysis.

Between this record and absolute purity there is a shade of difference that may be detected in the chemist's crucible, but whose practical value is not apparent to the buttermaker.

COLONIAL AND LIBERTY SALTS

Have no cause to fear comparison with any salt whose makers claim pre-eminence in this particular.

The Salt That Melts Like Snowflakes and Dissolves Like Mist

Stands on its record, makes no claim it is not prepared to prove, and invites always the fullest and fairest investigation. Let us send you a sample.

The Colonial Salt Company

CHICAGO: AKRON, OHIO
431 So. Dearborn St.

BUFFALO:
D. S. Morgan Bldg.

WANT CLEARINGS

A bulletin of wants. Postings are free to buttermaker and creamery-men subscribers. No ad containing over 60 words accepted, and no more than four insertions will be given during the subscription year. If ad contains blind address, 10c must accompany copy. To others than buttermakers and creamerymen, the charge is 1c per word per insertion, payable with order.

POSITION WANTED.

POSITION WANTED—By expert buttermaker with 5 years' experience. Can furnish best of references. State salary paid in first letter. Don't expect cheap man. Address A. V. Larson, Algona, Iowa.

POSITION WANTED—By buttermaker with 10 years' experience, 4 years in Denmark and 6 years in America. 25 years old and single. Salary \$100. Can furnish references as to my ability. Address S. G., care The Creamery Journal.

WANTED—First-class buttermaker wishes position in creamery running the year around. Ten years' experience. Dane. No bad habits. Good references. Can come at once. Address Box 41, Shennington, Wis.

POSITION WANTED—By first class buttermaker. Thoroughly capable and honest and can guarantee results. English and Norwegian. Age 27. Describe plant, state wages in first letter. At liberty after March 1st. Address Peter Tvedt, Stillman Valley, Ill.

POSITION WANTED—By Danish buttermaker and cheesemaker. 30 years old, married; 12 years' experience. Can speak German and some English. Can give best of references. Address A. J., care The Creamery Journal.

DON'T LOOK INTO THIS unless you are looking for a man who is not afraid of work and who can and will give you perfect satisfaction in all classes of work. If you are looking for a man who will do all this, write me. I have eight years' practical experience in buttermaking and can furnish recommendations from former employers. Can come soon or later. For particulars write A. Larson, Fall River Creamery, Fall River, Wis.

POSITION WANTED—First class buttermaker, Scandinavian, 33 years old. Married, one child. Understands all up-to-date methods, having had 11 years' experience. Have operated both whole-milk and gathered cream plants. Have taken course at Iowa Dairy School and recent short course. Can come at once. State salary and full particulars in first letter. Best of references furnished. Address J. B., care The Creamery Journal.

POSITION WANTED—By married man, 23 years old, in small creamery as buttermaker or second man in large plant. Have had one year's experience in creamery and ice cream plant, and a course in dairy school. Can furnish references. Address Earl Tiefenthal, Allegan, Mich.

POSITION WANTED—By experienced buttermaker. Am employed at present but wish to make a change. Three years' practical experience, also course at Wisconsin Dairy School. Understand all up-to-date creamery work. Can furnish satisfactory reference from present employer. Please state wages in first letter. Address A. W. Johnson, Box 74, Blair, Wis.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretary work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

HELP WANTED.

WANTED—Personal buttermaker bids to be received on Tuesday, March 17th. Plum Valley Creamery Ass'n, Waldorf, Minn.

WANTED—To get in communication with a No. 1 buttermaker who has \$500 to invest, and is desirous of making a change which will be to his advantage. R. W. Scott, Whitney, S. D.

WANTED—An experienced single man who would like to live in the best city in the south. I am starting a business which has a bright future and want a man who understands running a city milk plant and creamery. Full information to interested party. Address J. A. Berryhill, Charlotte, N. C.

MISCELLANEOUS.

WANTED—To get in communication with a good creameryman who would like to establish a creamery in the south at Hazlehurst, Miss. Good town, pike roads, great opportunity for an enterprise of this kind. Also have some nice dairy stock farms for sale. Correspondence solicited. Full information furnished. Address The Southern Land and Investment Co., Hazlehurst, Miss.

FOR SALE—12 h. p. horizontal boiler, 8 h. p. Creamery Package horizontal balanced valve engine slightly used two seasons. First reasonable bid gets them. In good condition—grates, front, stack and pipe connections—also three steam radiators. Address E. J. Hall, Superior, Neb.

FOR SALE—Ice machine, 4-ton Barber compressor, complete with brine tank, condenser, etc., all ready to run in good shape. Will be sold cheap. Address Fulton Creamery Co., Fulton, Iowa.

FOR SALE—A good paying creamery and ice cream plant in South Dakota. Good dairy district and no competition. Cleared \$2,000 last year above expenses. For further information address "Snap," care The Creamery Journal.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—Information of good creamery for sale. State full particulars. Western Sales Agency, Minneapolis, Minn.

FOR RENT—Fully equipped creamery at Otterville, Iowa. Well located in the center of good dairy community. Plant has all equipment for up-to-date buttermaking. Address all correspondence to L. C. McGill, secretary, Independence, Iowa.

WANTED—To get in touch with any party having a 3,000-pound Alpha turbine separator. It must be guaranteed to be in first-class condition. Address C. B. Davies, 410 Fifth St., Portland, Ore.

FOR SALE—Will sell creamery doing increased business or will incorporate with man who thoroughly understands the business in all its branches, buying cream and disposing of butter. Your money to add refrigeration, ice cream, etc. Address R. N. M., care The Creamery Journal.

FOR SALE OR EXCHANGE—Maxwell runabout auto, two-cylinder, 16 h. p. engine. Has brass frame glass wind shield, four new tubes recently put in, new muffler, new differential posts in rear axle; good running order. Price \$300, or will exchange for 300-gallon Cherry cream ripener. Must be in first-class condition and of equal valuation. Address Model Creamery-Ice Cream Co., Oakland City, Ind.

FOR SALE—One 450-pound Victor churn in first class condition. Has been used three years. Too small for our business. Bargain to party who can use this size. Address Pinckneyville Creamery, Pinckneyville, Ill.

TO BUTTERMAKERS—A limited amount of either preferred or common stock at \$10 per share for common and \$15 for cumulative preferred. Dividends will be from 7 to 10 per cent. Good produce business with established trade, but need bigger plant. Details upon application. Safe, conservative investment. Address Dept. B, care The Creamery Journal.

WANTED—Experienced buttermakers. We will pay attractive wages to intelligent young men who have had practical commercial creamery experience. Graduates of State Dairy Schools preferred. Write in your own hand, giving particulars regarding age, experience and wages expected. Address No. 233, care The Creamery Journal.

John J. MacDonald 13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty || **43 Years' Experience**

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I.
Swift, Mgr.
Butter Depart-
ment. For-
merly with
Stephen
Underhill

ARMSTRONG & SWIFT
Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western
Representative,
F. A.
Salisbury,
Vinton,
Iowa

Perfection Brand Butter Color
HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50)
and **The Creamery Journal** one
year, both for \$2.00.

"Is It Any Wonder?" The Commission Man Says,

"That many butter makers fail to get the top prices for their butter? Look at these two shipments that have just come in. Both from good butter makers. One of them saves (?) 2 or 3 cents on the tubs he buys, but loses \$1.00 and more per tub because of the *mussy* appearance his butter is in when it reaches the market."

"That's what I call '*false*' economy."

"The other shipper is shrewd—he realizes that *appearance* of his package at the market counts a whole lot—it enables

his butter to "grade" up—not down. He buys the best tubs he can get—the famous *Schmidt Bros.' Tubs*, because he knows they will land his butter at the market in *finest* condition.

"He doesn't believe in losing \$1.00 or more per tub on his butter to save 2 or 3 cents in cost of his tubs.

"I tell you, it pays to ship in 'Schmidt Bros.' Tubs. They cost a trifle more than ordinary tubs but they are easily worth it.

"We never have any trouble with *Schmidt Bros.' Tubs*. The hoops are heavier, made of better timber, never split or break. The covers are stronger—better made and the whole tub is a superior article in every way.

"I know because I handle all kinds."

"You can prove it by just one trial. Try this"—

Ship your next lot of butter in
SCHMIDT BROS.' TUBS
 And see for yourself.

The above are facts, stated hundreds of times by hundreds of commission men, for they see the folly of putting good butter in poor tubs to save 2 or 3 cents on each tub, only to lose \$1.00 or more on butter. If you are practicing this kind of economy you ought to stop it. You can do it with Schmidt Bros.' Tubs.

Write for quotations and we will send you some "more facts" that will open your eyes.

ELGIN BUTTER TUB COMPANY, Elgin, Ill. SCHMIDT BROS., PROPS.

Littleport Creamery Report

We have received a copy of the secretary's report of the Littleport (Iowa) Farmers' Co-operative Creamery Company for the year ending February 1st. It is the policy of this company to give "correct weight, correct test," and, after deducting the expense of operating the creamery from the total receipts, on the 5th and 20th of each month the balance of the money is divided, for the preceding month, among the patrons of the creamery, proportionately to the number of pounds of butter-fat delivered by each. In 1912, they had 60 patrons; in 1913, 140, and in 1914, 175, which shows a remarkable growth. The officers are: President, Albert Meder; vice-president, L. J.

Ortman; treasurer, J. J. Brich; secretary-manager, Geo. C. Ruegnitz Jr. Earl Batchelder is the buttermaker.

In 1913 they received for butter and butter-milk, \$48,753.96; in 1912, \$36,659.15, or a gain of \$12,094.81 in one year. The total receipts for the last fiscal year were \$51,570.47. The total operating expense was \$4,010.24. They paid patrons \$44,915.80 for cream. The average price received for butter was 28.7c; average price paid patrons for fat, 32.3c; average cost per pound of butter, 2.37c; average overrun, 21.18 per cent.

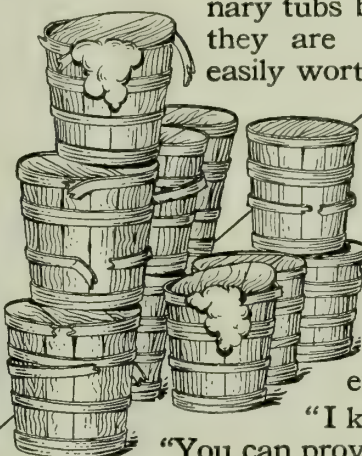
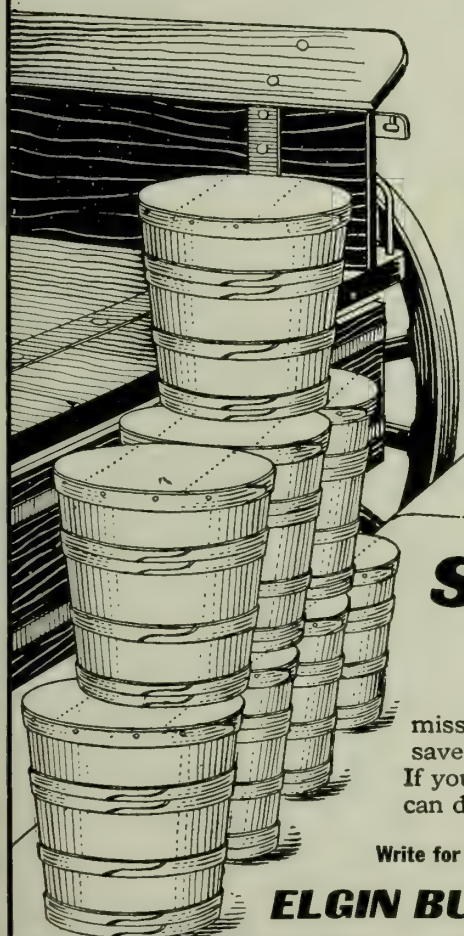
Elizabeth, Ill., is to have a new farmers' creamery.

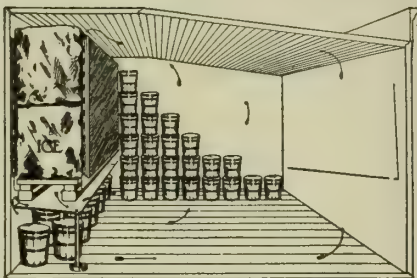
The Riverview Farm Company, of Ferry, Wash., has installed a modern creamery on their farm and are manufacturing 900 pounds per week. A. C. Mills is the manager.

The Watertown (Wis.) Creamery Company has been incorporated for \$10,000. This company will manufacture butter, ice cream and cottage cheese.

The Central Wyoming Creamery Company, with a capital stock of \$50,000, has been organized at Douglas, Wyo.

An effort is being made to reopen the creamery at Cando, N. D.



NORTHEY COOLERS**"The Cooler With the Hump" For Dairy Use**Floor in Our Cooling Room is Filled With Water Proof Cork
Buy Your Cooler in Sections—You May Wish to Move It Any Time

Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints, Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue.

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
For sale by all dairy supply houses.W. I. YOUNG W. B. YOUNG
ESTABLISHED 1854**W. I. Young & Co.**

Wholesale Dealers in

Butter, Cheese and Eggs**149 Reade St., New York**

WRITE US

Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

ESTABLISHED 1869

GEO. W. LINN & SON**The Chicago Butter House****340-342-344 West South Water St.**
near Lake St. bridgeWould like to contract with you for your make of
Fancy Creamery in tubs. Can offer you a liberal
contract.Will pay a price for quality. Send us a sample
shipment.**Best Equipped Butter House in Chicago**References: National Bank of the Republic, Chicago; Plain-
view State Bank, Plainview, Minn.; The Creamery Journal.**Zenith Butter & Egg Co.**

Harrison and Greenwich Sts., New York

Receivers and Distributors

Give superior service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet Correspondence solicited.**Large Exhibit Wisconsin March Butter****TWO TIED FOR HIGH SCORE—95.75**

An average score of 92.1 was placed on the 85 exhibits of butter entered at Madison and scored by H. C. Larson, assistant dairy and food commissioner, and the writer. It was a fine lot of butter considering the fact that several of the men are working in factories where there is a lack of co-operation between the producer and the creamery company as to what is good cream.

That the buttermakers had done their work well was forcibly brought out by the fine workmanship found in nearly all of these exhibits. The average per cent of water was 13.3 and the per cent of salt 2.4. Not a single exhibit contained too high a per cent of water and this was also true regarding the per cent of salt.

Some of the men should study their method of making the butter with a view of a more uniform composition.

Salt the Butter Uniformly.

Every factory operator should make butter that has a uniform per cent of salt, otherwise the commission firm can not use the butter for a select trade. It is possible to make this kind of butter by knowing the actual condition of each churning. The amount of salt used for 100 pounds of fat in the churn must naturally vary with the size of granules and the amount of butter-fat and water in the churn. When the butter is one-third worked make an examination as to the condition of the salt. If over-salted and free grains of salt appear on the cover add a little water, and if lower than desired, add more salt. It is well at this point to depend upon the "Chapman salt test." This is simply a salometer used to determine the per cent of salt in the brine left in the churn. The graduation is from 0 to 100. If the reading when the butter is one-third worked is 64 the per cent of salt in the brine is approximately 16 or nearly two-thirds saturation.

If no more salt is added to the butter in the churn the brine will show the same reading when working is completed. If the per cent of water in the finished butter is found to be 14, the per cent of salt will be approximately 2.24 per cent—that is, dividing the reading on the salometer by four times the per cent of water in the butter, will give the approximate salt content of the butter.

The Value of Making Good Butter.

Several of the factory operators in Wisconsin are making good butter regardless of the season of the year. They are able to do so because the patrons are delivering cream of good quality, the factories are well equipped and the buttermakers are doing their part well. The price received for this grade of butter is invariably satisfactory, although not as high in comparison as the price that is being paid for the lower grades.

Regardless of the price the creamery company has the satisfaction of knowing that high quality butter is being made.

One of the men that entered butter this month requested that his method of making the butter be criticised in order that he might improve. He further stated "I am sure this butter will not fall below 94. I wish that it might be possible for me to make butter as high as 93 quality at all times." He also asked "What should this grade of butter bring? We have been offered $\frac{1}{4}$ c above Chicago on track at our station providing every churning of butter

will score 93. We hesitate to accept this offer because if the quality should fall below 93 we will lose from $\frac{1}{2}$ to 1c per pound." The following statement from this man is worthy of mention. His plan should be adopted by every creamery owner, manager and operator. "From now on I am going to keep close track of every churning and see if it is not possible to make nothing but 93 butter in order that I may earn some extra money for the creamery company. I shall continue as a regular exhibitor at Madison. It pleased me to receive one of the prizes at the state convention. A score of higher than 95 from all three of the judges naturally made me happy, but if you knew how hard I have worked to make good butter everyone would admit that I deserved it."

It is very difficult to answer this man as to the price his grade of butter should bring. He has a record for making high grade butter and his product should bring the highest market price. The score placed on butter on its actual quality is not a true indication of its market value. Last week the writer visited a factory making a much lower grade of butter. The commission firm placed a score on two shipments of 88 and yet the butter brought Chicago for one shipment and $\frac{1}{2}$ c over for the other. In other words, if this firm is paying $\frac{1}{2}$ c over Chicago quotations for 88 butter, what are they paying for "Extras?" The man that made this butter is making an extra effort to improve in quality but he is not sure whether it will mean greater returns.

Several New Men Enter.

There were several new men that entered butter at Madison for the scoring held March 9th. Each one should continue as a regular exhibitor during the coming season. This co-operation with the dairy department of the College of Agriculture will mean a great deal to each creamery company. Do not reject or keep out the lowest grade of cream when making the scoring exhibition tub, because the score thus received will not represent the actual quality. It would be far better to follow the plan adopted by one exhibitor this month.

His purpose was to show what kind of butter low grade cream will make. This man selected 391 pounds of the lowest grade cream received and added 75 pounds of starter. After holding for one hour at a temperature of 68 the cream was cooled to 54 and churned.

The butter received a score of 86.50 and was criticised as having a strong barn taint.

The testing of the butter at Madison for per cent of water and salt is of value because the buttermaker can then make comparison with his results on the same butter.

One man this month sent two tubs from his factory. One contained 12.7 per cent water and 2.8 per cent salt according to the buttermaker's test, and 12.2 per cent water and 2.5 per cent salt at Madison. One buttermaker sent two tubs in order to compare two grades of salt.

Next Scoring April 6th.

The butter for the next scoring should reach Madison during the week ending April 4th. The demand for good butter will always continue. It is therefore each factory and each cream producer's interest to produce cream of higher quality.

Our motto this year must be "quality even at the sacrifice of quantity."

The following is a list of men who sent butter to the March, 1914, scoring and received a score of 90 and over and wish their scores published.

	Score
Robt. S. Anderson, Northland.....	92.00
Cornelia Anderson, Weyanwega.....	92.00
B. E. Bragg, Preston, Iowa.....	93.75
J. A. Betthausen, Caloma.....	91.75
Herbert E. Bartel, Peebles.....	95.75
L. L. Bolstead, Bosco.....	95.50
J. L. Bjerking, Beldenville.....	92.00
Carus Christenson, Stoughton.....	93.00
O. Christensen, Nelsonville.....	92.00
C. Christensen, Amhurst Junction.....	92.25
Chris Christensen, Rose Lawn.....	95.75
R. C. Cleaves, Iola.....	92.00
Val Dressler, Lewisberg.....	91.25
W. J. Dehn, La Valle.....	93.75
R. J. Else, Helenville.....	94.75
M. Christopherson, New Franken.....	93.00
Grove Bros., Columbus.....	93.00
George Garlid, Knapp.....	91.75
H. G. Griffin, Mt. Horeb.....	93.00
W. F. Gerliol, Mt. Horeb.....	94.00
H. J. Herreman, Black Earth.....	91.00
Herzel, Co-op. Cry. Co., Almond.....	91.25
T. A. Jorgensen, Chippewa Falls.....	91.25
H. A. Johnson, Westby, R. 2.....	91.50
Carl Jorgensen, Rose Lawn.....	94.00
Scott Key, Vesper.....	91.75
H. C. Koenig, Plain.....	90.70
Paul Kottke, Cedarburg.....	95.50
Max Klaff, West Salem.....	92.50
E. E. Koch, Marshall.....	94.50
Earl Longteau, Green Bay.....	91.00
Axel Larson, Durand.....	93.50
Theo Lennartz, Frederic.....	92.25
Olaf Larson, Fennimore.....	91.50
Robt. Moberg, Clear Lake.....	93.25
Jos. Merkel, West Bend.....	92.00
Frank Meisner, Fennimore.....	91.25
John Matsen, St. Croix Falls.....	94.75
H. O. Melgaard, East Ellsworth.....	91.75
A. W. Newman, Black Earth.....	90.75
Harry O. Nichols, Elkhorn.....	95.25
Orvin Melsby, Durand.....	91.25
A. C. Marks, Shennington.....	91.50
Frank O'Hearn, Melrose.....	90.75
Lauritz Olson, W. De Pere.....	93.00
Lauritz Olson, W. De Pere.....	94.00
Hans H. Pederson, Warren.....	91.50
A. E. Patchin, Platteville.....	91.25
F. D. Packard, Prescott.....	90.75
O. F. Peterson, Larson.....	92.25
Louis Peterson, Bonduel.....	93.50
John Rasmussen, Wautoma.....	92.50
Alfred F. Schulz, Phlox.....	91.00
T. W. Schuman, Hayward.....	91.50
H. O. Strozinski, Neilsville.....	92.00
Wm. Schoessow, Thiensville.....	94.25
John Schild, Fall Creek.....	92.00
Chas. Schoenrock, Wausau.....	91.25
Frank Shepherd, Mt. Sterling.....	91.50
Fred Speich, Berlin.....	90.25
L. M. Turner, Montfort.....	91.50
Wm. Sieger, Chaseburg.....	91.75
John Schiller, New Holstein.....	94.50
C. F. Wolzium, Abrams.....	90.75
H. H. Whiting, Cedarburg.....	93.75
H. A. Wheeler, West De Pere.....	92.75
H. H. Wurster, Ironton.....	92.25
D. F. Wallace, Alma Center.....	93.75
F. M. Werner, Waterloo.....	95.00
George Young, Menominee Falls.....	91.75

—C. E. Lee, Wisconsin Dairy School in charge of butter and cheese scoring contests.

George Reifsnider, the well known butter merchant of New York City, who for the past year has been connected with Austin, Nichols & Co., has been made manager of the butter department.

The second creamery is now in operation at San Angelo, Texas. It is known as the Coca Cola creamery and is managed by F. S. Deaton.

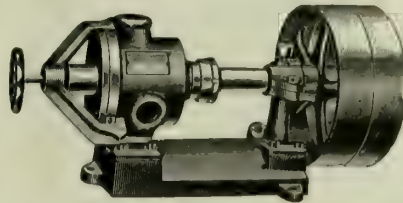
Hood River, Ore., is building a farmers' co-operative creamery.

The farmers around Toledo, Ore., are building a creamery.

The new creamery at Dougherty, Iowa, is now in operation.

The creamery at Portland, N. D., has just re-opened.

Your Pumping Proposition Solved



BY
The BLACKMER
ROTARY CREAMERY PUMP

It handles all liquids, thick, thin, hot or cold and gives good satisfaction.

The Sanitary Pumps have capacity of 8,160, 15,300, 40,800 pounds per hour and have a positive suction lift.

Write your jobber today for a trial.

BLACKMER ROTARY PUMP POWER & MFG. CO.
PETOSKEY, MICHIGAN

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

Received this letter the other day. Perhaps some one else has had this in mind but I will give it and my reply.

"Dear Sir: Have been reading some of your helps in The Creamery Journal and am especially interested in your painting stunts, but am puzzled to know how you get your churn in condition to take paint properly.

"Is it possible to make butter in a churn one day and paint it the next? Any information you can give me along this line will be greatly appreciated."

I replied as follows: "Yours at hand and will say that I have often painted churns when using them every day, but it is much better to do it when you can let it lay over one day, which most small creameries can do through the winter.

"The way we do is to churn in the morning and then wash the churn in good shape ready for painting; then in the afternoon it will be dry enough to paint. Paint it one coat and by the second day it will be dry enough so it can be used and you can repeat the performance until a good job is secured.

"If you must use it every day get some quick-drying paint like porch paint and you will find it dry enough to use the next day.

"Then, if you are not using enamel paint I would advise putting on a coat of good varnish at the last, as the churn will keep clean so much easier if you do.

"Of course, you should not use Wyandotte or sharp washing powders on this surface as it will cut the paint, but get some

soft soap and keep on hand for this work, and you can keep your churn in nice shape for a long time providing you go over it quite often so it does not get too dirty."

Since writing the above we have finished our churn and we used the French Gray Cementseal paint on the frame and gearing of the churn and we find it is a fine paint for this work. It spreads easily, dries quickly with a hard glossy finish that is fine, and although we used regular bath tub enamel on the drum I am of the opinion that the Cementseal white would have been as good, if not better. One thing sure, it would spread on much easier.

I hope this may be of benefit to some one.

I have also received the following from a Minnesota buttermaker:

"Dear Sir: Some time ago I wrote to Prof. — of —, asking him for some information in regard to handling old and any other kind of poor shipped cream as handled by the centralizers and he referred me to you, so I come asking for as complete information as you may be able to give at this time.

"I have always had whole-milk to handle and when I come down to the kind of cream I am compelled to handle, I am not in it. What will butter made from such poor cream score and how long will it hold up so it is fit to eat? And what apparatus is necessary, over and above the ordinary creamery machinery?"

My reply to the above:

"Dear Sir: Yours at hand and will say that I am not sure that I can give you the

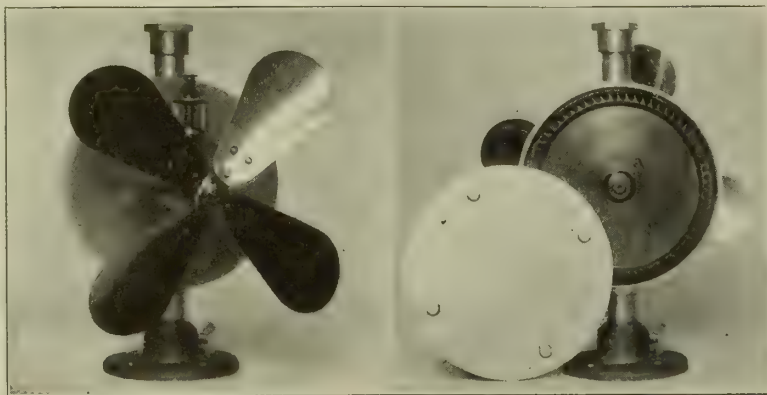
W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal



Comfort
Is
Health

Health
Is
Wealth

Still Air
Is
Like
Still
Water

PURE AIR FOR CREAMERIES

No buttermaker should work in a poorly ventilated creamery. This aluminum and brass steam turbine fan fills a long-felt want. Can be run by exhaust steam. Summer will soon be here. Get one of these fans and be comfortable. For descriptive circular and price, write to

WILLIAM MEIER, DENVER, IOWA

F. H. Wehling, Denver, Iowa, Special Representative

information that you want, but will tell you the best way to handle this cream insofar as I know.

"First, will say that as you are in a farmers' co-operative creamery you should not have this kind of cream to deal with at all; the principle is all wrong and the sooner the farmers learn it and bring good stuff the better it will be for all concerned.

"There is no excuse for a farmers' co-operative creamery receiving poor cream. They can organize into little routes of three or four and haul each other's cream and make the trip only once a week or once in two weeks and still get the cream to the creamery every other day, and with decent care at all the result will be nice, sweet cream and you could make butter that will bring 2c per pound above what you will receive for butter made from this poor cream after you have done the very best you can with it.

"Get one or more of the state inspectors there, hold a meeting and get the farmers lined up on quality.

"Now, as to the best way to handle poor cream, will say first the centralizer way is to neutralize the sour cream to below 3-10 per cent acid, then pasteurize, using the airing system or retarding system. The main thing is to do a good job of pasteurizing and aerate as much as possible. They, of course, use all the starter they can get.

"Now, if you are using a ripener for a pasteurizer, run your temperature up to 150 degrees Fahrenheit and hold at above 145 for 30 minutes. This does a good job and gives it time to aerate. Of course, the coils must be kept running all the time.

"Then cool your cream as quickly as possible and when it is below 80 you should add your starter, using all you can. As to ripening there is a question in my mind as to the advisability of trying to ripen this cream that was sour before pasteurizing. I rather think it better to cool at once to churning temperature, and either hold till the next day or long enough to insure good body in the butter.

"About the best you can expect to do with this poor cream with all the work you can put upon it, is to make a butter that will score 89 or 90 and sometimes 91 points, but it has been my observation that if nothing is done this cream would make butter

which would run about 86 to 88 points, therefore the improvement is enough to advance it one grade.

"You would have to arrange to pasteurize (which should be done anyway) and then use starter. If you have up-to-date ripeners you can pasteurize very well in these.

"As to neutralizers I understand that Minnesota has a state law against their use. However, the state department would have no reason to stop the small creamery from using them unless they also stopped the centralizers from so doing, and we have not seen anything as yet in the dairy papers of their making any raids upon the big fellows. I trust that this may be of some benefit to you and hope you may get your people in line so that they will deliver good cream and thus make it unnecessary to resort to these methods of doctoring the cream."

Oleo Men Guilty

The Chicago butterine case is ended and John F. Jelke and all but three of the co-defendants face aggregate fines of \$10,000 and a two-year jail sentence. The court has granted attorneys for the defendants three weeks in which to prepare arguments for a new trial before passing sentence. O. S. Martin and Abner Mize, former salesmen of the concern, were discharged by Federal Judge Geiger because of insufficient evidence, while the jury found Harold P. McFarland, shipping clerk, not guilty.

The list of the convicted men follow: John F. Jelke; William M. Steele, general manager of the Jelke company; Francis M. Lowry, secretary; Harry E. Hitchings, salesman; Hugh D. Cameron, Milwaukee representative; L. B. Tullis, former salesman; William L. Lillard, former salesman; William P. Jackson, former manager of the George P. Braun Company absorbed by the Jelke concern; Fred Rapp, former salesman of the Braun firm.

The jury took five ballots in all. The first ballot, which was a test vote, showed the jury favoring a guilty verdict for all but McFarland. The balance of the eight hours consumed in arriving at a verdict was devoted to debating upon whether the salesmen should be equally as guilty as the officials of the concern.

The government charged all of the defendants with entering into a conspiracy to violate the internal revenue laws by selling white oleomargarine to retail dealers and teaching them how to color it illicitly and sell it at retail without paying the tax of 10c per pound. The evidence introduced by the government showed the Jelke company supplied the retailers with coloring matter and gave them information how to carry on the "moonshining" traffic.

Mr. Jelke and his associates were indicted by the federal grand jury in July, 1911. The indictment followed the prosecution of a large number of retail "moonshiners" for defrauding the government of the legal tax. Judge Landis followed up the convictions of the retail dealers with an order directing the grand jury investigation into the relation of the retail dealers to the manufacturers. Witnesses before the grand jury testified that they had been coerced by the manufacturers to carry on the illicit business and the indictments followed.

The case was prosecuted by Albert Fink, special assistant to the attorney-general, and Assistant District Attorneys Robert W. Childs, Henry W. Freeman and Walter M. Krimbill. More than 200 witnesses were subpoenaed by the government. More than 50 of these testified in the three weeks the trial was in progress.

Attorneys for the defense were John Barton Payne, Ralph M. Shaw and W. S. Forrest. The defendants were allowed their liberty on their old \$10,000 bonds pending Judge Geiger's decision on the motion for a new trial. Should the motion be denied, sentence will be pronounced immediately.

On Thursday last attaches of the district attorney's offices stated that the forfeiture of the plant of John F. Jelke Company was a possibility. The plant is valued at several million dollars. The law provides that the plants of persons who have defrauded the government may be confiscated.

District Attorney Wilkerson and his assistant, Robert W. Childs, are preparing a series of civil suits against other oleomargarine manufacturers who are said to have defrauded the government of \$800,000 in taxes by using artificial coloring matter. The suits in preparation are against the G. H. Hammond Packing Co., the Friedman Manufacturing Co. and W. J. Moxley, Inc.

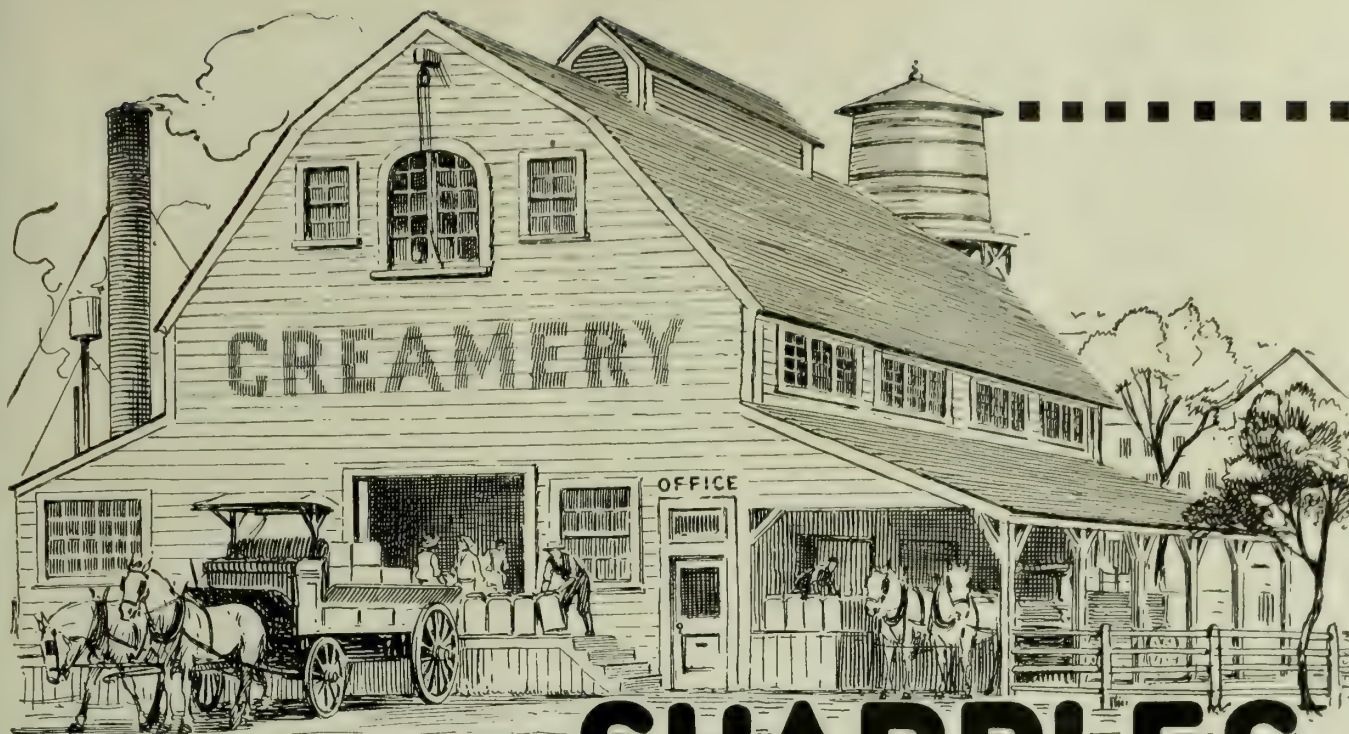
Prosecutor Childs is also at work preparing evidence for the prosecution of officials of the W. J. Moxley, Inc., on the same charge preferred against the Jelke officials.

Opens Western Office

J. D. Frederiksen, manager of the Chr. Hansen's Laboratory, at Little Falls, N. Y., was in Milwaukee recently arranging an office for the western distribution of Chr. Hansen's butter color, cheese color, rennet extract, lactic ferment and food preparations.

The office is located at 120 Jefferson street, and arrangements have been made for ample storage facilities. Martin H. Meyer has been appointed representative in charge of western distribution. James P. O'Brien is the salesman for the Wisconsin territory, handling mainly the rennet extract and cheese color. The office management and shipping details will be looked after by O. J. Wittig.

Mr. Frederiksen extends his personal greetings to his numerous friends, both dealers and consumers, and wishes to inform them that from now on the Chr. Hansen's Laboratory will be in a still better position to supply their wants with goods fresh from the factory.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

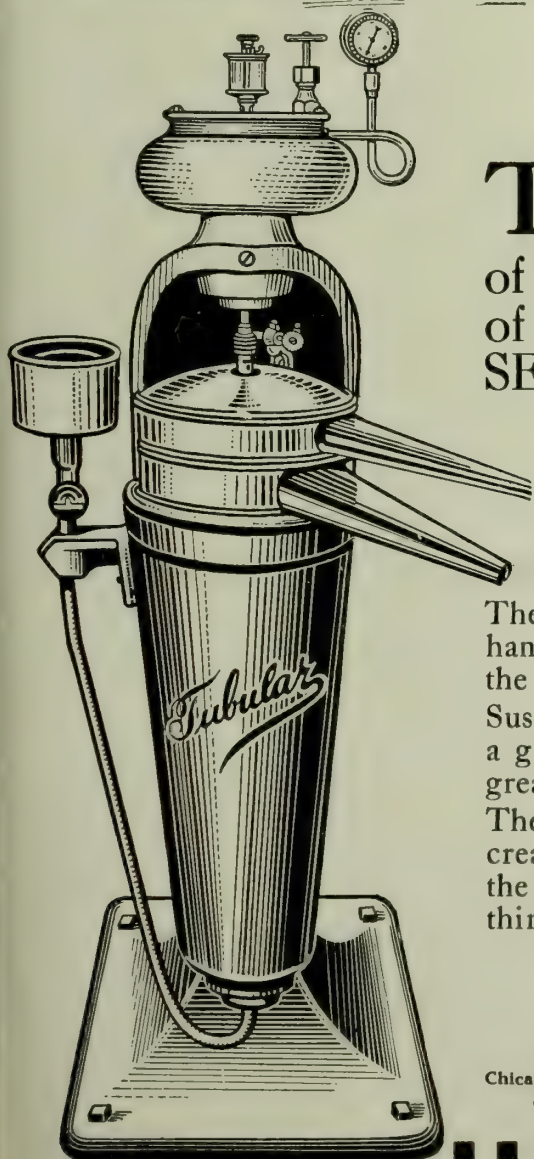
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere





“Play Safe” and Buy C. P. Tubs

You know that the C. P. tub is a good tub. Sometimes it costs a little more—but it's always worth it. You know that in it you can send your butter to market and that the tub will be standing up straight and true on arrival. You know that it will be the butter's fault if it doesn't bring the top price.

Then why experiment with another kind? You can't afford to. In these days of competition you can't afford to do any other than play safe in ordering your tubs.

Contract with us now for your tub requirements this season. You will get them when you want them—and you will get the quality as well.

**SMALL ORDERS ARE ALWAYS WELCOME
AND RECEIVE IMMEDIATE ATTENTION!**

THE CREAMERY PACKAGE MFG. COMPANY

Chicago, Ill.

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Toledo, Ohio

Albany, N. Y.

Waterloo, Iowa

Minneapolis, Minn.

Omaha, Neb.

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 6

WATERLOO, IOWA, APRIL 15, 1914

ONE DOLLAR A YEAR

Helping You to Get Better Milk and Cream

THAT'S exactly what our little pamphlet—"A Heart to Heart Talk with Our Patrons"—might be and should be doing for you. That's what it is doing for the creamery operators who are distributing it among their patrons.

It is a neat, attractive pamphlet, bearing the simply told, but so very, very important, story of why milk should be clean and how to get it and keep it so.

Plenty of pictures. The story is told in an appealing and convincing way.

Your creamery's name is printed on the cover, and the booklet goes as a direct appeal from you to your patrons—as your own specially prepared message. We also furnish in the booklet, if desired, memorandum pages for a year's daily records of milk or cream delivery, tests, etc.

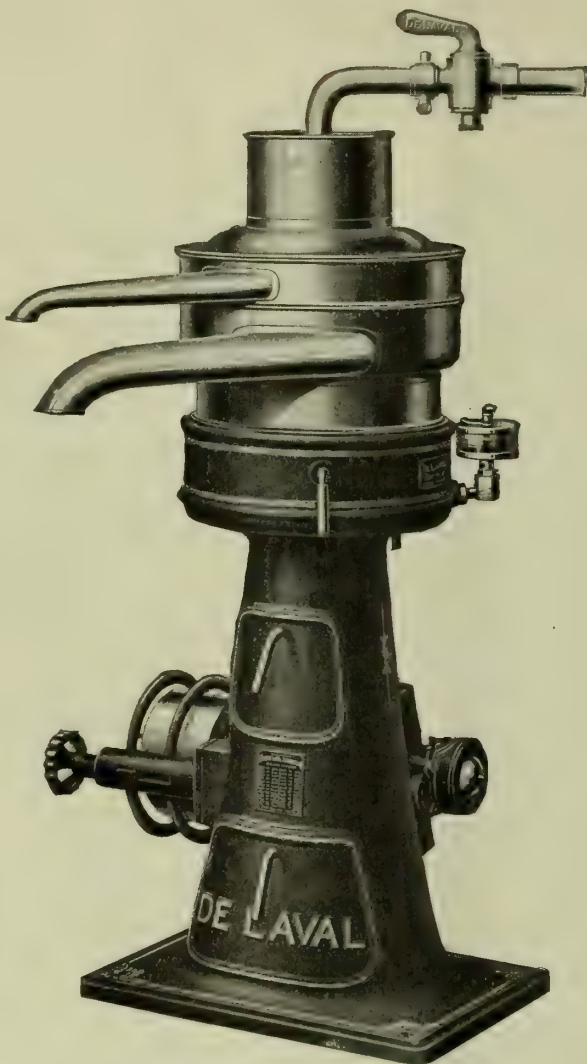
Send for free sample and prices on enough to cover your list of patrons.

Fred L. Kimball Co., Waterloo, Iowa

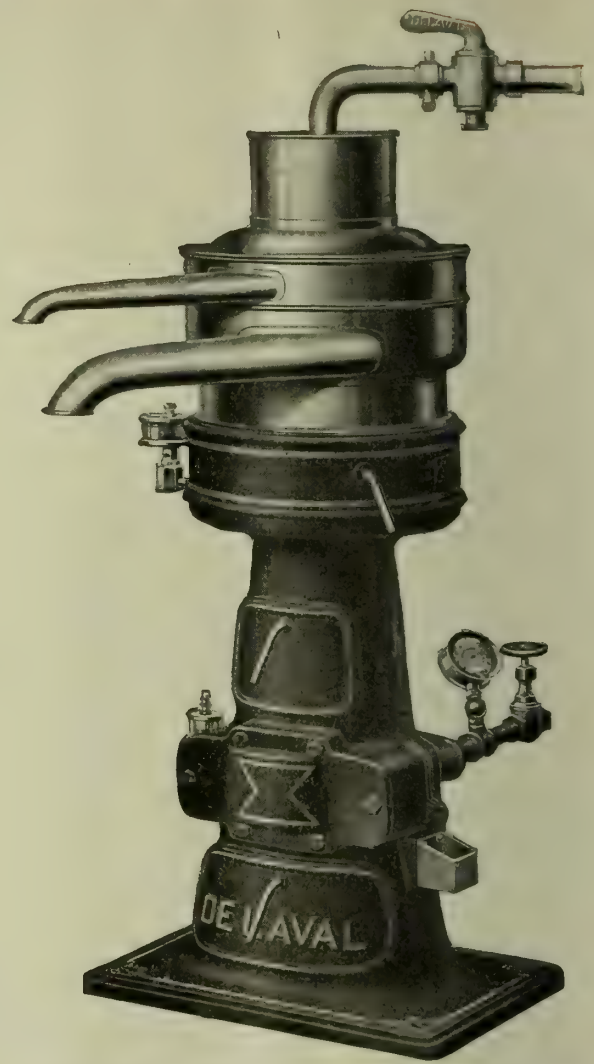
*Publishers: The Creamery Journal, Kimball's Dairy Farmer
The Milk Trade Journal, The Egg Reporter*

Published by FRED L. KIMBALL CO., Waterloo, Iowa

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DE LAVAL
Cream Separators
In Power or Factory Sizes



New Belt-Driven Machines



New Steam Turbine Driven Machines

New capacities, 4000 lbs. and 6000 lbs.
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The De Laval Separator Company

165 Broadway, NEW YORK

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101 Drumm Street, SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 6

WATERLOO, IOWA, APRIL 15, 1914

One Dollar a Year

The Color Line

VIEWS OF JOHN McCABE OF MINNESOTA ON THE COLORING OF OLEOMARGARINE

At Washington, D. C., under date of December 30, 1873, Patent No. 146012 was granted to one Hyppolyte Mege for the manufacture of butter substitutes, which the patentee even at that time termed oleomargarine.

After describing the various processes of manufacture, the patentee says: "I have also found it expedient to mix with the cream or milk, in the first case above described, before agitating, a 50th part of the mammary tissue, which is the udder of the cow, minced fine, a 100th part of bi-carbonate of soda, and some coloring matter."

Since that time, numerous patents have been issued for butter substitutes or substances imitating butter, most of them based on the idea of Mege and with very little, if any, improvement in the ingredients or flavor of the product of the first patentee, except that the cost of production has been materially lowered by the use of machinery.

Almost without exception, however, it has been found expedient by manufacturers of oleomargarine to select animal fats, vegetable oils, or both, with the sole purpose of placing upon the market a finished product which would so closely resemble butter in color that the consumer is not able to distinguish the imitation or spurious substitute for the genuine product of the creamery or dairy.

That they have succeeded in this and other disreputable methods, the records of the courts of both government and state bear eloquent testimony. That such methods have been profitable, notwithstanding the imposition of heavy fines and penalties, is proved by the numerous violations of the law that occur from year to year in the history of oleomargarine. That the undiscovered violations are far greater numerically than the cases brought to bar is a foregone conclusion, and from that source alone the profits must be enormous.

Color, and color alone, has been and will continue to be the instrument for deception and fraud until a line of demarcation is established by act of congress, beyond which it will be unlawful for the manufacture of oleomargarine to go.

Most foreign countries have passed through the conditions which now prevail in this country, and, because of extensive fraud and deception have laws prohibiting the manufacture or sale of oleomargarine that is in imitation of butter, and these laws in all cases established a color line. Needless to say, violations are few and far between for the reason that punishment and publicity quickly follow.

That the present national law is wholly inadequate to control the sale of oleomargarine is obvious to anyone who has given the subject intelligent consideration.

Manufacturers and their agents have testified in numerous cases that their product would be unsalable if void of color resembling butter. What are the facts? It can be proven that the reverse is true. More oleomargarine is sold in France now than at any previous time in its history. It is also true of Denmark, the greatest co-operative dairy products producing country on the globe. Turning to this country, in Pennsylvania, where only uncolored (white) oleomargarine is permitted to be sold, Commissioner Foust informed the writer that oleomargarine has had the largest sales during the past year within its history, and gave as a reason that the consumer knew at a glance what he was purchasing and was not in fear of being deceived; and for the further reason that the product was of better quality and sold at a lower price than the yellow.

In view of the above facts, it would seem that, if the manufacturers of oleomargarine desired to escape the charge of deception and fraud which clings to their yellow product, their interests as well as those of the consumer would best be served by the total elimination of fats and oils which are consciously selected to produce a yellow color.

If one had time to look up the history of oleomargarine, he would find some amazing features in the promoting of the sale of that product. In illustration I will refer to just one instance: During the month of November, 1893, a packing company sought to enjoin Berndt Anderson, then dairy and food commissioner of Minnesota, from interfering with the sale of their oleomargarine. W. M. Montgomery, agent of the packing company made affidavit, in part, as follows.

"That in the state of Minnesota the sales of oleomargarine have been large for several years, but the demand for same as an article of food has greatly increased during the past few months for the reason that a large portion of the population of the state has learned that it is superior to most of the butter in the market, and that they can procure the same at a less price than is ordinarily asked for butter, and they have gladly bought and used the same as a substitute for butter.

"That oleomargarine is a patented article of commerce, and it has always commercially been made with an artificially yellow color as patented.

"That annatto and cottonseed oil are and have been used by the manufacturers of oleomargarine to color the same and it is this coloring preparation that gives it its fine yellow color.

"That the same substance is now used by the manufacturers of butter, to color their butter, but the manufacturers of oleomargarine used this color preparation for coloring their oleomargarine long before the manufacturers of butter used the same for coloring butter.

"That this affiant has been for several years last past acquainted with the manufacture of butter, and the process of its manufacture, and the preparation used to color the same, and today nearly all the butter sold in the markets of the state of Minnesota is artificially colored with annatto and cottonseed oil, and for several years last past the butter sold in the markets and stores of Minnesota has been colored in imitation of oleomargarine made by the complainant and by all the leading manufacturers thereof."

The above may be found in its entirety in the biennial report of the dairy and food commissioner for 1893, pages 16-18.

The dairy and food commissioner was restrained on that and other evidence equally false and absurd.

The commissioner, in his report to the governor, comments on said affidavit in part as follows:

"It is certainly news to the dairymen and others of this state to learn from this affiant that butter is made in imitation of oleomargarine, as it has always been supposed that the opposite was the case, but when this statement comes from so high an authority as an agent of a packing house, we have no other recourse than to accept it as a fact.

"In his statement regarding the composition of oleo, he says it is composed of neutral lard (probably meant entrail lard) oleo oil and butter. He did not occupy any time telling the court that a great portion of the oleo oil was obtained from city rendering establishments, where horses and other animals are reduced to oil. He would rather not have his patrons know anything about these things.

"Regarding the color, which he states to be annatto, we have this to say, that we have analyzed a great many samples of Armours and other brands of oleomargarine, and have yet to discover the first sample colored with annatto; the coloring matter that they have used has been found to be methyl orange, which is made from aniline so commonly used as a dye. He also states that for the past few months the sales of oleomargarine have greatly increased, owing to its superiority over butter. This must certainly be cheering news to the dairymen of the state, who pride themselves on the high standard of their product. If such is the case, I ask why do the manu-

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

facturers of oleo brand their stuff "Kansas Dairy," and "Kansas Creamery;" if such is the case, this action on their part gives the lie to the whole matter."

It may be said that the courts can and should decide these matters. Well, they do. In one state they decide in favor of oleomargarine, in an adjoining state against it, not because of different laws, but because of the different men who construe the laws. Courts, after all, are only men and do not easily escape their environment. A corporation lawyer, who later becomes "His Honor" may have a fine perspective of the packing house and the rights of the corporation, and at the same time fail to note the natural and inherent rights of 100,000 farmers in the same state. If one studies the history and enormous litigation incident to oleomargarine since its first appearance in

this country as an article of food, he will find, as before stated, that color and color alone is the bone of contention around which the litigants assemble their forces to battle for supremacy. The finger of logic points with unerring certainty to the necessity for an act of congress that will eliminate such color as renders oleomargarine an instrument of deception and fraud, no matter from what source or by what method the color be obtained. Not until then will the question be settled and litigation cease.

If further proof be needed as to the character of oleomargarine as an article of deception and fraud, the records of the United States Commissioner of Internal Revenue are available. If they fail to establish the contention of the dairy interests of this country as to the merits of their case, it is difficult to conceive of what would.

Results of Foreign Butter Competition

By C. R. BROWN

When legislation in regard to the tariff on butter was enacted so that foreign butter came into direct competition with that of our own we immediately began to think of the results it would have, from the standpoint of the producer, the manufacturer and the consumer. Taking for granted that the consumer welcomes this competition, owing to the fact that it has a tendency to lower the price, we will give our attention more especially to the producer and the manufacturer.

There is no question that such legislation has lowered and will keep the price lowered on butter and other commodities where this direct competition exists. Certain conditions arise in any line of business. The question is not so much as to what these conditions may be, but rather how to best meet them when they do arise.

There is no food produced, either grown or manufactured, which shows such variation in quality as does butter. One dozen prints may have exactly the same appearance and yet 12 different and distinct qualities may be represented, ranging from a quality with which no fault may be found, even by the most sensitive in taste, to that of a quality which could not help but be repulsive to the most indifferent and untrained. To prove the above you only have to go into one or more butter cellars and with a butter trier make an examination of the different lots received by them in a single day.

The competition, made more pronounced by foreign butter, makes the buyer more critical in regard to quality. He has a larger stock from which to choose, and as a result he is anxious to secure the best possible grade of butter; or, if quality is not so much a point, he is anxious to secure the poorer grade at a price far below that of the best. In either case good butter is the basis upon which he makes his purchases. This tends to make the variation in price greater between poor and good butter.

One of the greatest difficulties we have had in awakening the producer and manufacturer to the importance of a good quality of butter is that this variation in price has not been sufficient. "What's the use?" says the producer. "We get as much for our cream, whether it be good or whether it be poor, and I do not have time to spend to take care of my cream as indicated by these 'new fangled' ideas." "What's the use?" says the buttermaker or manufacturer. "When our butter reaches the mar-

ket we get nearly or quite as much for the poor as for the good, and it is not worth while spending good time and money to get the producer interested in a better quality. The time and money we spend in producing a good starter; the extra care we give the milk and cream after they reach us is only a question of making us feel better in regard to our conscience, and not in our pocketbook."

But, with this additional competition, and with the quality of butter that is coming into our markets from the foreign ports the producer is beginning to see that not only the price of the product is lowered but that there is, and will continue to be, a vast difference between the price of poor and good quality. When the prices are lowered the amount of profit obtained from the overrun is materially decreased. If this variation between poor and good quality be wide, then there will, or should, be every effort put forth, both on the part of the manufacturer and producer, to get this difference.

If the producer finds, by careful tests, that his herd is making a net profit of 8c per pound, by taking the price paid for poor quality he sees at a glance that when the variation between the poor and good quality of butter is from 6 to 7c per pound his profit will be almost doubled by obtaining this extra price. This fact is not limited to the producer, but the manufacturer sees that this 6 to 7c a pound difference paid for good butter will increase the profit from his overrun just that much per pound. If the producer has a herd averaging 250 pounds of butter-fat per year per cow, it means an additional net profit of from \$15 to \$18 per cow per year. If the creamery is manufacturing 1,000 pounds of butter per day, and the overrun is 20 per cent, this variation of 6 to 7c per pound between poor and good butter, if obtained, means an additional net profit to them of \$12 to \$14 per day, or from \$3,500 to \$4,500 per year.

Mr. Producer and Mr. Manufacturer, what are you going to do about it? Are you going to stand idly by, and, because of this lowering in price, due to the competition of foreign butter make no effort to get the profit which is within your power to obtain? By taking good care of your milk and cream and seeing that it is properly manufactured into the finished product it will get into the class where the critical buyer is willing to pay the highest price. Otherwise it will get into a class where he

The Harder you Hit 'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.

603 Pioneer Bldg.

MADISON, WISCONSIN

B-K Representatives

Sold by all the big supply houses

Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.

J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.

A. H. Barber Creamery Supply Co., Chicago, Ill.

Ohio Creamery & Supply Company, Cincinnati, Ohio.

L. A. Watkins Mdse. Company, Denver, Colo.

Wanted—

To hear from every buttermaker who is asked to make good butter out of poor cream.

You want to find out about the B-K gas method of handling poor cream.

It will startle you.

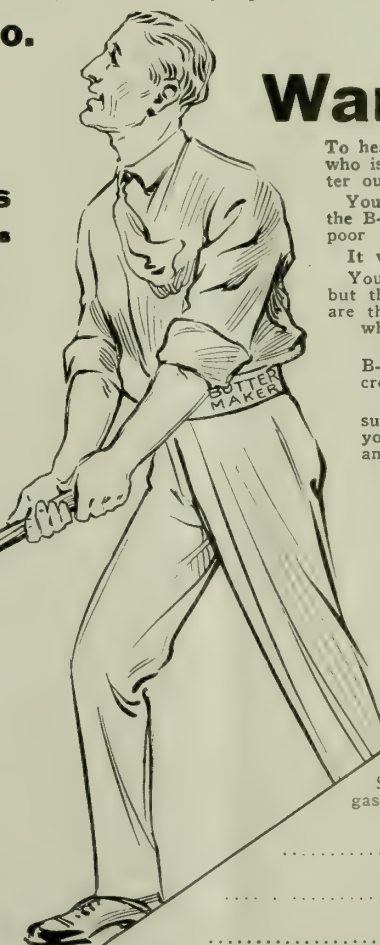
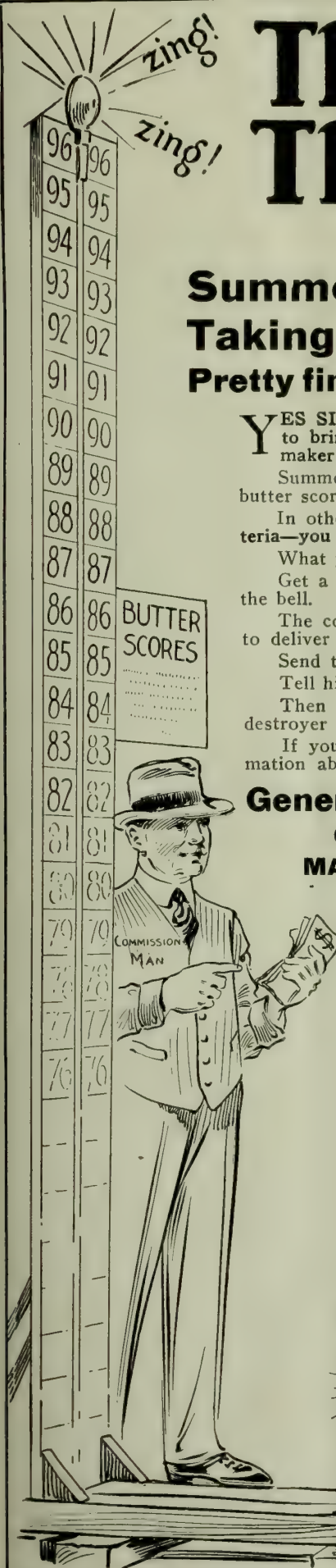
You won't believe it at first but the better buttermaker you are the quicker you will see it when we explain it to you.

Write for information on B-K gas method of handling cream.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

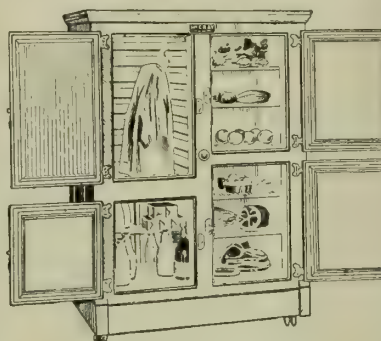
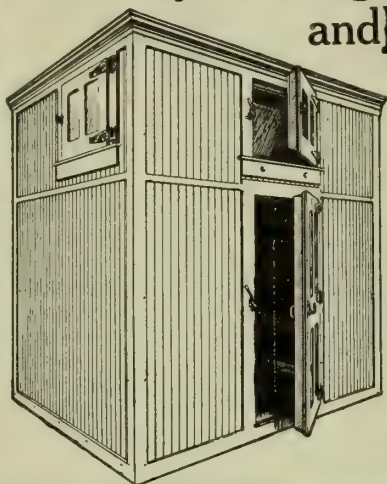
Gentlemen:
Send me information on B-K and
gas method of treating cream.



WRITE FOR NEW CATALOG NO. 50

It illustrates and describes in detail the immense line of celebrated

McCray Refrigerators and Cooling Rooms for Dairies



They will preserve dairy products—perishable food, etc.—and keep them fresh, sweet, and free from spoiling in hottest days and will save you on your ice bills. Ask for Catalog No. 50 for Dairies, Creameries, etc.; No. 91 for Residences.

McCray Refrigerator Co.

663 Lake Street

KENDALLVILLE, IND.

tries to secure it at a price far below that of the best quality.

You need never fear that there will be an overproduction of good butter. There is an increasing demand for the best in every line of produce, and if you will read our article

on "Quality of Butter from Consumers' Standpoint," published a few weeks ago you will have every reason to believe that the consuming public is not forgetting to place "good butter" in the list of desirable food products.

Co-operation in Marketing

HARMONIOUS ACTION NECESSARY

The combination of the efforts of a large number of people in producing, preparing and distributing raw material is essential to an economical supply of dairy products. So said Prof. H. C. Taylor, of the University of Wisconsin, in an address before the Second National Conference on Marketing and Farm Credits in Chicago.

"What relation shall exist between the milker and the man who owns the cows, what between the owner of the milk or cream and he who manufactures it into cheese or butter?" asked Prof. Taylor. "What relation shall exist between the producer of the butter and the company which distributes it to the central market or the agents in the market who distribute the product to the consumer?"

"These relations," Prof. Taylor said, "may be co-operative and harmonious or they may be individualistic and antagonistic. There are two important reasons why these relations should be harmonious. The one relates to economy and efficiency in rendering the service, and the other relates to equitable division of the dollar, paid by the consumer, as it percolates back through the tills of those who participate in providing the commodity in the form wanted and at the time and place desired.

"The spirit of co-operation is needed to counteract the spirit of antagonism in the modern industrial and commercial world. In education the effort should be to emphasize the common interests to be gained through harmonious, concerted action of all concerned rather than to the short-time individualistic point of view which nourishes antagonism and retards the progress of economy and equity in the economic world.

"The true spirit of co-operation is com-

prehensive of the series of activities involved in the supplying of the needs of the people for a given product. The co-operation which binds one small group together for purposes of waging war on other groups simply intensifies the antagonisms which exist. Such co-operation may be justified temporarily to bind together scattered individuals into a corporate group which can better carry on the struggle, pending the day of a broader co-operation that spans the gap from producer to consumer.

"The first step in progress along this line is educational. It is necessary that all engaged in these stages shall know more of each other and of their common interests. The basis of education is a study of the facts. With this view of the marketing problem in mind the University of Wisconsin has undertaken to describe the marketing processes involved in the distribution of some of her staple products.

"The marketing of Wisconsin cheese was taken up in 1912. It was sometimes found that the relation of the farmer and the cheesemaker were antagonistic, whereas they might with greater economy and justice be harmonious by means of more co-operation. The dairy boards were found to serve a purpose rather unsatisfactorily because the spirit of antagonism between farmer and cheesemaker prevailed in the presence of a strong tendency toward co-operation or at least more or less concerted action on the part of the cheese dealers.

"A series of studies of this character would, it is believed, lay the foundation for greater harmony of interest in the marketing of farm products. Some data were gathered on the distribution of the money paid for the cheese by the consumer. Generalizations should not be made from one

specific case, but to illustrate the various charges which must be added to what the farmer gets, the following instance may be taken: Cheese was produced in Sheboygan county, Wis., and sold in Denver, Colo. The farmer received 13c for producing the milk and delivering it to the cheese factory. The cheesemaker received 1 $\frac{3}{4}$ c for making the cheese and furnishing the package for shipping. The dealer in Wisconsin received 1 $\frac{1}{4}$ c for inspecting, paraffining and finding a market. Freight and drayage to Denver, 2c. The wholesale merchant in Denver received 2c and the retailer 5c. There is an element of inaccuracy in this due to shrinkage. The retailer sells fewer pounds of cheese than is sold from the factory. This is partly due to loss of moisture and partly due to waste in cutting, giving over-weights, and sometimes to moulding of a part of a cheese.

"Harmonious action on the part of all concerned, from the dairyman who grooms and milks the cows to the delivery boy who leaves the cheese in the kitchen of the consumer, will lead to a better pleased consumer and greater profits for all concerned."

Oleo Raid

Internal revenue officers raided an alleged "moonshine" oleomargarine plant in St. Louis, Mo., recently and arrested Raymond and G. H. Martens, brothers, on the charge of manufacturing colored oleomargarine without a license and without paying the government tax of 10c a pound.

The raid was made by Edward S. Bailey, chief deputy collector of internal revenue, Deputies Mattingly and Hayes and Revenue Agent Fowle. Bailey and Mattingly went to the back door and Fowle and Hayes guarded the front. Bailey demanded admittance and there was no response. He and Mattingly broke down the door with crowbars and found the Martens brothers in a room in which 180 pounds of oleomargarine was being colored and 360 pounds ready for coloring.

Raymond Martens had his arms in a tub of the oleomargarine and his brother was wearing a long apron. There was a quart of coloring material and other materials used in coloring at hand.

The men were taken before District Attorney Houts, who issued an information against them and later warrants were issued by United States Commissioner Mitchell.

Coloring of oleomargarine is permitted by the government, but a license costing \$600 must be taken out and a tax of 10c a pound paid. The Martens brothers, it is alleged, had done neither.

Ice Cream Factory for Traer

Traer, Iowa, will have an ice cream factory. The Traer creamery company have ordered the machinery and apparatus for an \$800 plant that will turn out 40 gallons of ice cream per hour. A man from Ames has been employed to manage the plant during the coming season. The company has made arrangements with local dealers to sell them their product and also anticipates a large volume of business from neighboring towns. The creamery company expects to pay much better prices to farmers for sweet cream for making ice cream than they have been able to pay heretofore while the business was confined to butter making.

At a recent meeting of the Cloverdale Creamery Company of Spooner, Minn., J. R. Norris was elected president; W. F. Steffes, secretary, and Harold Hanson, treasurer. The officers have been instructed to purchase some new machinery.

Warning to Michigan Producers

The Michigan Dairy and Food Department, of which James W. Helme is in charge as commissioner, has issued the following bulletin, entitled, "Warning to Cream and Milk Producers in Michigan."

"The legislature of 1913 passed a law relative to the care of milk and cream. Under that law any person who produces or sells any insanitary milk or cream is subject to a \$100 fine or 60 days in jail.

"By this law milk or cream is declared to be insanitary if it is produced from sick, dirty or filthy cows, or if produced in dirty or unventilated and unlighted stables, or if transported in rusty or open-seamed cans, or in cream if produced from an unwashed separator or a separator located in a stable with the cows, or if the cream is so old that it is stale, putrescent or foamy.

"Every producer who offers to sell any insanitary milk or cream as defined above is subject to fine and imprisonment. Every cream buyer who buys insanitary cream is subject to the same fine. Every factory owner or employee who manufactures into a food product insanitary milk or cream is subject to the same penalty. Violation of this law will be vigorously prosecuted by the State Dairy and Food Department.

"If you wish to escape prosecution under the new sanitary law you can readily do so by observing the following instructions:

"1. Use milk from healthy cows only. Milk from diseased cows is dangerous to health.

"2. Feed the cows sound and wholesome feed and provide pure water. Fermented and unwholesome feed may seriously affect the health of the cow and is sure to spoil the milk.

"3. Stable must be clean and well ventilated. A dirty stable is a breeding place for putrefactive bacteria, and a poorly ventilated stable breeds disease. Whitewash at least once a year. This can be easily done by a spray pump.

"4. The stable should have an abundance of windows. Sunlight is the greatest purifier and germ destroyer known.

"5. Do not clean stable until after milking. Cleaning will agitate the air and dust in the stable and cause bacteria and dust to float in the air and get in the milk.

"6. Feeds that give off strong odors should not be fed immediately before milking. Milk will readily absorb any strong odor found in the barn.

"7. The cows should be kept clean. Clean milk cannot be obtained from a dirty cow.

"8. Before milking wipe udder and flanks of the cow with a damp cloth in order to secure milk free from sediment and putrefactive bacteria.

"9. Milk with dry hands. Milking with wet hands is a filthy practice and is injurious to the cow as well as the milk.

"10. Remove all milk at once from the stable to a clean place free from odors of any kind.

"11. Strain the milk thoroughly.

"12. The can in which the milk or cream is poured must be free from rust inside and scrupulously clean, otherwise it will spoil in a short time.

"13. Cool the milk or cream as rapidly after milking or separating as possible to the temperature of well water.

"14. Keep the milk or cream cold while in your possession. If it is allowed to warm up it will sour very quickly. For the same reason never mix warm and cold milk or cream; cool thoroughly before mixing.

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Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

"15. Keep the milk or cream in a cool, clean place and away from any barnyard or bad odors, as these will otherwise be absorbed by the milk or cream.

"16. Milk or cream in process of delivery should be protected from the hot sun in the summer time to prevent it from souring and in the winter time from freezing. In the summer time it is best to place a wet blanket over the can or cans, with a dry one over this, to prevent the wet blanket from becoming dry quickly.

"17. The cream separator must not be kept in the stable, but in a room apart from the stable and by itself. This point cannot be too fully emphasized.

"18. The cream separator must be taken apart and thoroughly cleansed at least once every day it is used and should be taken apart each time it is used. However, should the separator be not taken apart in the evening, flush it well by running 10 quarts of cold water.

"19. The dairyman who offers for sale any cream that is stale foamy or putrid will be prosecuted and the cream buyer who accepts cream that is old, foamy, putrid or in old rusty cans will also be prosecuted.

"20. Those who have no ice will find it a good plan to take a half-barrel and set the cream can in it and then fill the barrel full of cold water, changing the water three or four times a day. In all cases cool the cream as much as possible immediately after separation."

The following suggestions are offered on the cleansing and care of cans, separators and other utensils:

"1. Wash in luke warm water, to which should be added a small quantity of washing powder or sal soda.

"2. Scald with boiling water, drain and put them where the sun can shine on them.

"3. In cleaning the separator, if it is not found convenient to thoroughly clean it each time it is used, it must at least be thoroughly cleaned every morning, and after finishing the separating in the evening the bowl should be thoroughly flushed with cold water by using at least 10 quarts of water.

"4. The minute a can is emptied of milk or cream it should at once be rinsed with cold or luke warm water, otherwise the milk will dry on if it stands and make washing difficult. Don't pour scalding water into a can or pail before it has been rinsed with cold water. If you do you will scald the old milk onto the can and make its clean washing impossible. When you take the separator apart rinse in cold water at once to prevent milk drying on and thus making washing difficult.

"6. Examine your cans frequently inside for open seams and have them soldered up at once. It is impossible to keep open-seamed cans sweet and sanitary."

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both one year, for

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Regular price, \$3.50.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

Our spring has been very late this year, and as yet we have had very few warm days; but, unless all signs fail during these democratic times, we will surely have warm weather soon, and on account of its being late we may reasonably expect that it will turn off warm all at once and find us unprepared for it. I do not know how others are situated, but here the make has not increased the past few weeks as it did last year, and I look for it to pick up quite rapidly when spring does set in. There-

fore, we should endeavor to get everything in readiness so that when it does come we can properly take care of it.

You who are in farmers' creameries, and those where the cream is all delivered in the forenoon, should make every effort to wait on the patrons as fast as possible, for they will be in a rush to get home and into the field, and the quicker one can turn them out the better they will like it.

If you got an early start you should have all the inside painting such as churns, ripeners, starter cans, ice cream tubs and cans done by this time. One never knows what a job it is until he gets at it, and especially where the creamery it open and receiving cream from 7 a. m. till 8 p. m. it is pretty hard to push the work right along as it should be, for, just when you get nicely at work painting, some one will come along that you will have to wait on, and this puts you back in your own work.

On account of getting a late start and having a good deal of territory to cover we have not as yet finished. We are hoping to get around soon, though, and I can say that a little paint properly applied makes a big difference in the appearance of a factory. We are painting our ripeners with white Cementseal and the trimmings with the French gray Cementseal paint, and it surely sets them off very nicely. I believe any new creamery would find it a fine thing to use this paint for the walls, using a dark paint for lower 3 or 4 feet and a white or cream for the rest of the wall. It sheds water fine and I believe would prevent the lower part of the wall becoming water soaked and falling off.

The painting is not the only thing that ought to be done at this time. The interior should have a thorough over-hauling and a general cleaning. No matter how careful we are, when we go after it looking for some corners that have been rounded off, as Prof. Mortensen says, we will find that we can make quite a showing, and, of course, the windows should be washed the first nice, warm day, so that the screens may be put up before the flies arrive.

A good deal is being written about planting flowers and having a bit of lawn around the creamery. It is all very well and I have seen creameries that were situated a little outside of the main part of town where they had the room that were set off greatly by having the grounds marked off and flower beds here and there. It gave one the impression that here we would find a neat creamery and a tidy buttermaker. I don't think it ever fails that a buttermaker will go to this trouble and work on the outside and not have a nice-appearing plant inside. This does not mean, though, that all who do not have flowers and vines on the outside have a poor-appearing creamery inside.

As a good many creameries are now located right in the heart on the town, and perhaps, as we are here, front right up to the walk, one side a part of another wall, the back right on the alley, the other side 20 feet for a drive way and then the alley, under such conditions it looks like a mighty hard proposition to go in for much grass lawn and flower beds. About the only thing that I can think of that would be possible and look right would be to get some of the

vines that will climb brick walls and spread all over a wall. These, I think, look fine.

Down at Urbana, Ill., where the state agricultural college is located, the buildings are nearly all covered with these vines. It is really beautiful. On some buildings you can not see the wall at all in mid-summer on account of the heavy foliage.

It is a sure thing that we all can do something to help make our places of business look better both inside and out, and, although this system of taking cream at all times of the day has the tendency to cause us to forget these other things, I believe we can squeeze in a little more time one way or another and make some of these little improvements, and we will feel the better for having done so.

The Missouri Scoring Contest

The March Educational Butter Scoring Contest conducted by the dairy department of the University of Missouri, at Columbia, was well patronized, and many of the buttermakers are to be complimented upon the workmanship of their butter. They are still working against that handicap of poor quality of cream which their brothers in the northern states do not have to contend with to such an extent. High scoring butter can never be made from a very poor grade of cream. It is true that a great improvement can be made on old cream, but the butter produced from such cream can never compete with that produced from good cream. Cream grading is relieving some of the buttermakers of their worry over the production of first class butter. A few of the creameries have adopted this, and it is to be hoped that more will adopt the same procedure.

One noticeable thing in the March contest was the low moisture content of some of the butter exhibited. It is urged that the buttermakers make an effort to improve their moisture content up to a reasonable limit from the maximum amount allowed by law. Several of the creameries exhibited butter very close to the limit in moisture while much of that analyzed showed a chance for improvement in this respect.

The actual analysis of the butter did not always show a good overrun, and in some cases failed to check with the overrun reported. A little closer attention should be paid by some to see that this overrun checks closer. It will thus indicate the accuracy of their work in testing butter and in testing the cream, as these should check.

Special mention should be given to the highest scoring butter in the March contest. The following are the names and scores of the creameries securing the highest scores: 1st, Carthage Creamery Company, Ernest Comer, buttermaker, 95. 2d, Billings Creamery Company, Joe Burger, buttermaker, 94½. 3d, Corder Creamery Company, A. C. Heins, buttermaker, 94.—L. G. Rinkle, assistant professor dairying, Columbia, Mo.

Minnesota Names Dates

James Rassmussen, secretary of the Minnesota, State Butter & Cheesemakers' Association, advises The Creamery Journal that the dates for the next convention of the Minnesota organization have been settled upon and are November 4th, 5th and 6th. At first they had thought of selecting November 3d, 4th and 5th, but after finding that the 3d was general election day moved ahead 24 hours. This is doubtless the first of the state associations to definitely name the date of their next meeting.



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

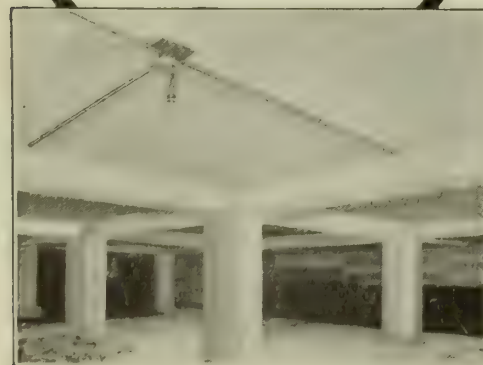
It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

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THE MARKETS

CHICAGO.

Receivers Optimistic—Quality Good—Receipts Too Heavy—Poor Stock Has No Chance.

[By The Creamery Journal Staff Correspondent.]

While little improvement can be seen in the present condition of the butter market, local receivers are more optimistic than for some time. They believe that the bottom has been reached. The present week opened with 1c advance in the price. This held for several days, under the burden of continued heavy receipts, and then the strain proved too much and the market again slumped. Interest was active at the beginning of the week and many buyers, both local and from the outside, were in the market. This interest declined, however, as the week approached an end. It was also seen that those concerns which have butter in storage (and there are a good many of them with larger amounts than they would like to have known), were more anxious to sell. As a result the price fell to the former level.

Nothing can be said in regard to the quality of the butter which has been coming into the market. There is nothing the matter with the make. Most of it scores rather high than otherwise. The trouble is that there is too much. Receivers here are facing the alternative at the present time, as they were when the last news letter to The Creamery Journal was written, of selling butter for less than they paid, or of putting the same in storage at the usual price per pound which is paid for that service. This would not be so bad, if it were not for the fact that the butter men have no assurance that they will be able to get the proper price next fall, when these sad days have passed into history. What little demand exists for butter is on the better grades. Poor stock has little chance at any price.

Friends of William Morf, of C. H. Weaver & Co., can reach him by writing to Hammond, La., where he is now located on his southern trip. He will be back in the city in a couple more weeks.

John B. Mitchell, president of the Chicago Butter and Egg Board, has returned to the city after a few days' absence on a business trip.

Plans are making progress for the establishment of the new commission house district, which has been described in detail in previous news letters. Chairman Wagner declares that such large plans must of course move with the greatest caution. The work of the committee at the present time is to get the railroads interested to the point where they will give active co-operation. In a large number of cases the committee has had remarkable success in this direction, and to tell the truth one or two of the railroads have without solicitation given the assurance that they are willing to help all in their power. Promoter Napoleon Picard is working hard on those details of the plan which involve the purely financial features. It is the general opinion that the mass of details to be handled which have to do with the produce trade in the more narrow sense can best be handled by men who know the many ins and outs of that business. Nothing definite has been announced as to where the new district will be located, and this is the subject of much speculation among commission men. They would all like to know, for if they did there would be considerable skirmishing in the way of securing real estate options on the part of the produce men. Chairman

Wagner is said to be the only man who is in possession of all the facts, and he will not tell.

Wayne & Low is one of the busiest houses on the street these days. John M. Low continues as one of the most active workers around the place, being at his desk early and late. He answers the test of a really efficient busy man, however, for he is never too busy to talk to a friend.

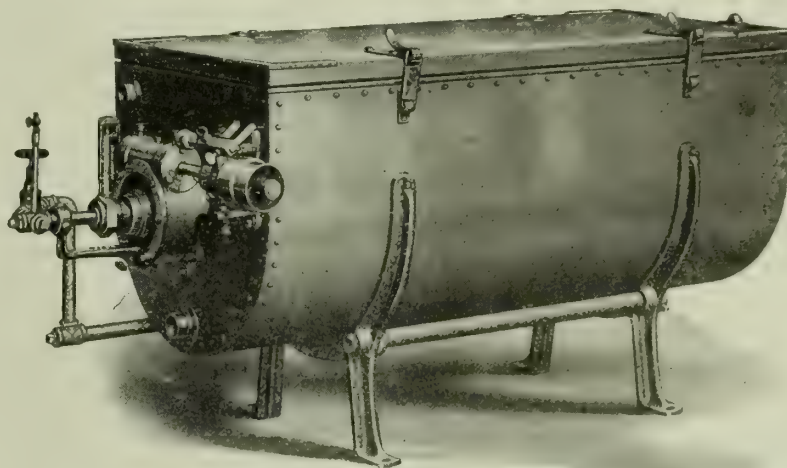
Local receivers who are making the best of the present butter situation include George E. Linn, the famous distributor of "Holland Brand" butter, which has such a wide demand at all seasons of the year in the city. "Holland butter is known so well by the people," said Mr. Linn in a recent talk, "that the demand is good in spite of

the market condition. I have had remarkable success with this brand, and it has been because I have always been careful what sort of butter I used. I have always treated my shippers in the best possible manner, and their co-operation and pride in the butter which they have sent to me have meant much in the work of incorporating into my butter the best product of the country creameries. People in the city buy by brand more than in the country, because they have been better trained by advertising, and therefore when they encounter butter like "Holland Brand" and learn the truth regarding its excellence, they call for that particular brand again and again. That's why it is possible to build up a custom on a brand of anything

A PERFECT CREAM LINE

There is an old adage that runs, "First impressions are lasting."

What is the first impression that your customers are getting from the milk YOU are delivering to them? Does the "cream line" on your product show to best advantage? It should, for, in spite of the unfairness of it, the public judge your product according to the "cream line."



You get the desired results in the Perfection Positive Pasteurizer—as evidenced in the following:

Mr. B. P. Lutz, of West Park, Iowa, who is using one of our 300-gallon Perfection Positive Pasteurizers, says: "We are running our milk from the pasteurizer over a tubular cooler into a filler and bottling immediately. It is not unusual to notice, when we have finished bottling, that the milk first bottled already shows a perfect cream line."

You can have the same advantages. Write us for particulars.

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Always in need of fancy butter; prompt sales assured. Correspondence solicited.

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Perfection Brand Butter Color
HIGH IN QUALITY :: :: LOW IN PRICE**PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS**

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

if you have the goods and tell the people that you have in the right manner."

Turner, Nohr & Co. are large handlers of butter, eggs and poultry, and they are widely and favorably known to shippers. The leading spirit of the place seems to be Mr. Turner. He is the man who tells the teamsters where to put the goods, and that's a pretty good sign, as you may know, if you have ever been around a commission house much. He wears a big, flowing overcoat of thin material, such as is commonly worn by the commission men who have to look spick and span one minute and like a real working man the next. He is a wonder on the telephone and can do several things at once better than any man the writer ever saw. He knows as much or more about the butter and egg market than any other man in Chicago, and yet he never knows any news. Nevertheless, he is always favorably disposed, and is never too busy to talk about something.

Ed Hassler, of Ed Hassler & Co., has returned from the Pacific coast, where he has been on an extended vacation.

The week before Easter was a little quiet, as it always is on the street, in the way of out-of-town arrivals. The out-of-town boys stay rather close to the fireside around Easter time, which is a good idea.

Figures have recently reached Chicago from the Edmonton, Alberta, Cold Storage Co. concerning the amount of butter which is manufactured in the Canadian province. From the milk which is produced in a year nearly \$6,000,000 worth of cream, creamery butter, dairy butter and cheese are made in the course of the 12 months. This is growing all the time, as more settlers are coming into the country, it is said. Chicago merchants are exceedingly anxious to secure a foothold in Canada, as the wiser ones foresee that this is some day going to be a wonderful country for the production of dairy products. More than 4,115,000 pounds of creamery butter, valued at \$1,090,475 was manufactured in Alberta last year. Dairy butter was made to the extent of 71,734,103 pounds, valued at \$2,731,123. Not alone butter, but much poultry and many eggs are coming to Chicago at the present time from Alberta.

J. J. Hurlbert, a buttermaker at Morrison, Ill., is advertising in the daily papers that he will sell butter, cash with order, of a superior quality at a price under the market value, and put the same down at the door

of the customer by the parcel post. In addition to butter he seeks to sell eggs, and has a number of combination cartons at attractive prices. No information has been received from him as to how his plan is working out, but considering the number of people in the city who have taken the stand that the middleman is a rascal and a robber, they ought to give this enterprising pioneer in the new direction an unusual reception.

There has been recent agitation here over the fact that the paper carton for butter which is placed on the market in packages is insanitary and ought to be abolished. Numerous petitions have been circulated in various parts of the city, although just what the signers are demanding is not clear at the present time. The petitions have been mailed to the health and pure food officials of the state. It is said that one of the purposes of the petition is to seek a stricter observance of the weights and measures law. The petitions were mailed to various women's clubs, national and state, and to various local civic bodies, asking co-operation.

NEW YORK.**Market Somewhat Steadier—Large Supplies of Held Stock Carried to Next Year.**

[By The Creamery Journal Staff Correspondent.]

After a period of constant fluctuation the butter market seems to be on an even keel and a steadier feeling prevails in all grades. Operators, however, do not believe they are entirely out of the woods as the large supplies of held stock cannot possibly be moved this season and an immense supply will have to be carried over until next year. The report of the associated warehouses for April 1st was not very reassuring as it shows an excess of 9,813,600 pounds in 48 houses of the country over the same date a year ago. When butter receivers consider that there were 12,341,000 pounds in storage on April 1st for the country at large, they realize that even by drawing on this to the fullest extent during the balance of the season they will have to carry over a large supply, and in doing so they will be taking only a gambler's chance at getting more for it next season than if they sacrificed it now.

The market for a week or more has been trying on account of free offerings. Fresh arrivals are fully up to normal for the sea-

son and western coolers are unloading as much of their surplus here as they can. The week's receipts during the past month or so have averaged over 40,000 packages, which is a liberal quantity for this time of the year, particularly in view of the moderate buying which has been in force for several weeks. The total arrivals this week were 41,972 packages which is about on a par with the average week.

One explanation for the weak and low market during March was shown by the receipts in that month which were record breakers as they totaled 202,222 packages. This is exclusive of any foreign shipments. In that month there were also 2,418 casks received from Denmark and 7,674 boxes from New Zealand. During March, 1913, there was none of this foreign butter on the market while the domestic supplies were only 170,956 packages. The increased receipts this year are not altogether due to fresh arrivals but are occasioned by cold storage shipments. Butter prices this year in March in face of the heavy supplies were much lower than a year ago as creamery extras were 27.74c, while in March, 1913, they were 36.77c.

The uncertainty of the future has taken away all of the speculative element and practically all of the buying both local and out of town is for immediate consumptive purposes and one reason for the frequent change in the market from day to day has been this class of buying. Jobbers have not stacked up as they have feared lower prices and on days when their supplies run short there is a fair trade while on other occasions it is difficult to market the daily arrivals. During the past few days, however, the outlook has been better and some of the accumulation of fresh which had piled up about a week ago have been exhausted to some extent. There has been a gradual dropping of held butter by many of the chain stores and other buyers of this stock have switched off to fresh and can hardly be induced to change back. The lower prices during March have helped consumption somewhat, but there has not been as brisk a trade as the difference in price over last year would indicate. From now on, however, it is expected that there will be a larger consumption in New York as well as in the outlying territory which is supplied through this city. It is estimated that consumption averages about 45,000 packages a week which would mean a weekly reduction of about 4,000 packages in held stock. This is the season when the chain stores usually make a specialty of butter and eggs and they should have done so during the past few weeks because prices now are lower in butter than they have been in two years. Other grocers will follow the lead of the chain stores and this will ultimately develop a better outlet for butter.

There is very little interest in foreign stock as the low market now makes the importation of anything from Europe hazardous to say the least. What butter has come in in the last fortnight has largely been on orders booked some weeks ago and receivers who are getting foreign butter are trying to get cost out of it although losses are often sustained. This week only 43 casks arrived from Denmark. The best will not bring over 26c with the general range 25c downwards. European markets are a basis in New York and adding the 2½c duty there seems little chance of getting any foreign butter during the next few weeks. On the other hand there is a disposition on the part of local houses to send some of the poorer grades of butter abroad, but there is not much inducement to do so at present. Some of the Australian butter which was

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This saves every grain of butter and means increased profit for the owner.

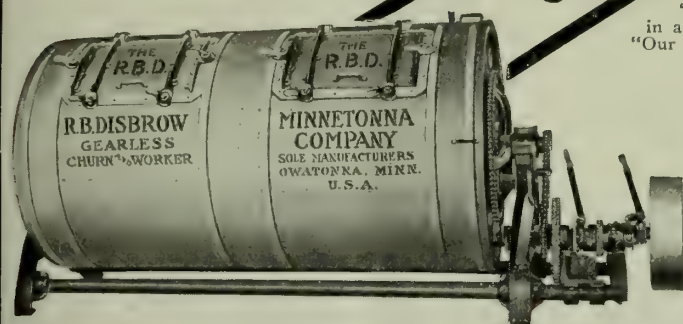
It adds at least \$50.00 to the profit-making possibilities of each churn.

The butter-milk that comes from the ordinary churn often represents a big waste of butter-fat.

Churning, salting and working are all done inside the R. B. Disbrow Churn—with one short operation—quickly, easily, efficiently, in the most sanitary manner possible.

Butter is all worked between a pair of positively driven rolls near the center of the drum—at each revolution; no loose heads or stuffing boxes for butter or cream to lodge behind.

The R. B. Disbrow CHURN and WORKER



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R. B. Disbrow Churns are driven entirely by sprocket chains—no gears, no noise.

Materials are of the best—the entire frame is cast—the pipe is all steel—all the metallic parts that come in contact with butter or cream are Genuine Hot Process Galvanized. Everything we claim is made a part of our guarantee to you.

"We find this churn to be a churn of quality, well made, a clean churning and good worker, working even as small as 100 pounds in good condition."

"It is also a very convenient churn to get the butter out of, as it leaves the butter in a solid mass at the doors."

"Our Buttermaker, Mr. T. F. McMillin, is greatly pleased with this churn."

J. R. NEWBERRY,
Secy. and Treas. Newton Creamery Assn., Newton, Ill.

"The R. B. Disbrow Gearless Churns we put in last August are O. K. After using them six months I like them better than ever, as I have made 150,000 pounds with them. Our make was over 400,000 pounds last year. That kind of a run will bring out what is in a churn."

F. W. STICKMAN, Buttermaker,
Ionia Farmers' Creamery Assn., Ionia, Iowa.

Write today for complete particulars about this profit-making, labor-saving machine.

MINNETONNA CO., Dept. C-5, Owatonna, Minn.

brought to America a couple of months ago and which found no market here, is being reshipped to London.

Tales of losses on held butter are heard at every hand. One nearby but of town operator is bemoaning the loss of \$5,400 which he is suffering when he might have made a profit of \$1,200. One large receiver bought 1,000 tubs of extras last June at 30c which he sold to an out of town speculator at 32c. When the market got near 34c the original owner of the butter wanted the out of town man to sell it at 34c and he refused to let it go at less than 35c. He still has the original 1,000 tubs and if he sells them now at 23c he will lose \$5,400. This is merely an instance of stories which are going around the trade.

Process has shown a little improvement for the fancy grades but the undergrades are neglected as there is so much creamery on the market of about equal price. There was a better call for ladles this week following a period of inactivity. Packing stock buyers find it hard to get lines of fresh stock which will meet their requirements as nearly all shipments show irregular quality.

There is very little outlet for poor packing stock. Most of the held has been marketed and what little is to be had can be procured for 16@17c.

BOSTON.

Butter Market Unsettled—Storage Will Be Worked Off Gradually But Some Will Likely Be Carried Over.

[By The Creamery Journal Staff Correspondent.]

The butter situation is still unsettled. The market stiffens up one day then eases off the next, under the influence of supply and demand. Receipts are gradually increasing,

and this makes buyers cautious in taking any more than can be readily disposed of in a few days, as the make now arriving has no real keeping qualities. For this same reason receivers are anxious to keep the new goods moving out of their hands as quickly as possible. The prevailing impression is that high grade creamery is as low as it will go this season, but there is not much of that kind arriving at present. Therefore, there is likely to be an unsettled market for a few weeks longer, or till grass has been struck. Advices from southwestern dairy districts indicate that grass butter will be here earlier than usual, but the late spring in other places may delay the grass feed.

For a week past transactions in fresh extra creamery have been at 25@26c, outside for the very best, and receivers say that they find it hard to sell western extras in hard woods at over 25c. Firsts, under which grade a large portion of the current make comes, have been selling at 23@24c, with an occasionally nice lot at 24½c. Seconds are slow of sale at 21@22c, and thirds at 19@20c. Renovated is not easy to sell at over 19½c, though some of the best is held at 20c. Ladles are not quotable at over 18c, with little offering. No packing stock to speak of offering. These are comparatively low prices, and it would seem that a bottom basis has been struck, but until buyers show more confidence in the future it is impossible to predict what may happen.

The best of the storage stock is nearly all gone. There is now almost enough of the fresh make arriving to supply the wants of distributors, but when the old stock can be worked in at low prices it is still going into consumption. For a few days offerings were made at very low rates, and some

of our sharp dealers stepped in and quietly bought up all they could find at 19@20c. This caused a stronger tendency and holders who did not let their goods go at that rate advanced their prices 1@2c, and now very little can be bought at less than 22c, and best grade is held at 23@24c. The chances are that most of the stock remaining in cold storage will be worked off gradually at about present quotations, say from 22@24c, that is, if it will pass inspection of the health board, who are authorized to allow it to remain in storage over one year if it is not considered dangerous to health.

So far as the future is concerned there is a difference of opinion in regard to what price the surplus choice grass butter should be put away. Even were the prospects of foreign supplies not in question, dealers would be very slow in paying more than 24@25c for best June creamery, in view of the losses sustained on last summer's deal. But with the market open for foreign shipments the outlook becomes more complicated, and it is hard to say at what price dealers will feel safe in storing. This is a matter that requires careful consideration, for it affects a large number of people all over the country—farmers, creamerymen, speculators and distributors—and involves a great amount of money. Snap judgments at present are of very little weight, and we shall leave the matter for future consideration, after giving all the facts available from time to time.

Receipts of butter at Boston for the week ending April 11th, amount to 1,058,441 pounds and for the previous week the total was 1,031,785 pounds, an aggregate for the two weeks of 2,090,226 pounds.

For the corresponding two weeks last year the receipts amounted to 1,855,143



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Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

Modern Buttermaking and Dairy
Arithmetic (regular price \$1.50)
and The Creamery Journal one
year, both for \$2.00.

pounds. This gives us an increase in receipts for this year of about 235,000 pounds.

The withdrawals from cold storage the past two weeks amount to 11,573 packages against 9,609 packages same time last year. The average weight of the packages in storage is 51 pounds, which shows an increase of withdrawals of nearly 100,000 pounds.

By adding receipts and withdrawals together, we get an approximate consumption of 2,660,000 pounds for the past two weeks against a total of 2,350,000 pounds for corresponding two weeks last year.

In other words, while we are receiving more butter than a year ago, we are not using up as much as the increase. The stock of butter in Boston on April 11th was 38,715 packages against 13,682 packages for same time last year, an increase for this year of 25,033 packages.

The question now is, can we use up the surplus in cold storage before receipts of new increase large enough to meet wants of distributors? According to the figures given it appears we shall have a surplus of old stock to carry over into next season.

PHILADELPHIA.

Unsettled Feeling in Butter Market—Much Held Creamery of Cheaper Sort.

[By The Creamery Journal Staff Correspondent.]

The downward tendency of the market which set in close to the opening of March is still on and at this date, April 11th, a very unsettled feeling is existing. This week's market, ending at the close of business on Thursday, was one of weakness and extreme quietness, the receipts were not heavy but with buyers trading little if any beyond their actual requirements, the supplies accumulated to some extent and as the goods were not of a kind that holders desired to keep, and the production of fresh would steadily increase, greater pressure was exerted to overcome the interest of buyers, though it seemed only to strengthen their indifference. While fancy creamery is quoted at 26c, some exceptional lots have been able to bring more, but on the whole, it was full high for the general wholesale business. The demand was mostly for strictly fine stock, such as fancy specials and extras. With firsts and seconds it was different here, the receivers were anxious to move the goods and quite willing to make concessions in price to meet the views of the buyers—firsts had a range of 23@25c, seconds 21@23c and some very poor fresh sold for less.

There is still quite a good deal of held creamery, but is now almost entirely confined to the cheaper sort, some trading has been done as low as 10c, and then again some little as high as 22c, but from the frequent cullings it is not wanted save at a very low figure.

Ladles have been very quiet and dragging quite heavily at 16½@17c. The most of the users of these goods have some of their June stock on hand and are quite anxious to clean them up.

Packing stock has been in freer arrivals. The best fresh dairies have found outlets at 16c and No. 2 at 15c. Considerable southern stock is being offered but as it is cheesy and of poor quality, it is quite difficult to place, in fact it is about neglected.

We quote fresh solid packed creamery extra, 26c; extra firsts, 25c; firsts, 24c; sec-
onde, 22@23c.

Notes.

Capt. Edw. B. Cassatt's Chesterbrook Farms, Berwyn, Chester county, Pa., has a prize Guernsey cow, May Rilma, which has much of the public's attention.

She furnished 19,639.5 pounds of milk during a test April 7, 1913, to April 7, 1914, 365 days, this was sold at 6c per pound, so the cow brought \$1,178.37. The daily food of the cow was 18 pounds mixed grain, 3 pounds beet pulp, 3 pounds of molasses, 30 pounds of ensilage, 10 pounds of hay, which amounted to \$255.31 for 365 days. During 97 days of the test May Rilma was fed some carrots worth \$15.52, so the cost of feeding the cow was \$270.83. Captain Cassatt also charged against the cow four tons of straw \$44 and labor \$147.35, and he pointed out the actual cost of producing the milk was \$462.18, subtracting this from \$1,178.37, shows a profit of \$716.19.

F. W. Aiken Company reports that their building which was burned out several months ago, will be ready for occupancy on April 15th. As none of the old structure remains but the wall, their house is practically new and presents a fine appearance.

Harold Aiken left here on the 13th to look up butter in the west for Edson Bros.

W. H. Bugby is in the far west in the interest of John J. MacDonald.

Beam, Turner Co. have an outlet for storage butter and are handling considerable.

Foreign Markets

Latest advices to Geo. A. Cochrane, of Boston, Mass., from the principal markets of Great Britain, give butter markets as rather unsatisfactory, except for finest continental, which is the turn dearer. Australian and New Zealand not selling at all well, and prices are in favor of buyers. Finest grades: Danish, 26@27c; New Zealand, 23@24c; Siberian, 23@24c; Australian, 22½@23½c; Argentine, 22½@23½c.

Markets are quiet on cheese. New Zealand is freely offered and prices take a range of 13@13½c for finest white, and 14@14½c for finest colored, while Canadian is firm but quiet with finest white selling at 14½@15c; colored, 15@15¼c.

Flint for Commissioner

The Creamery Journal is by no means a political organ, but it can hardly fail to make mention of the fact that R. F. Flint, who is very widely known to our readers, more recently as the successful dairy commissioner of North Dakota, has announced himself as a candidate for commissioner of agriculture and labor in his home state. He is a republican and will submit his fate to the voters of that party at the coming June primaries. Mr. Flint was raised on a farm near Royalton, Minn. He was employed in a creamery there from 1892 to 1899, going to North Dakota that fall and opening the first creamery in Oliver county—at Hanover. On December 1st of that year he took charge of the New Salem creamery. He was appointed assistant Dairy Commissioner in 1905 and was for a number of years the only official booster for the dairy interests of North Dakota. In 1909 the office of dairy commissioner was created, the commissioner of agriculture prior to that time being dairy commissioner ex-officio. Being the outstanding creameryman of the state, his appointment as assistant dairy commissioner came without solicitation. It is quite natural that Mr. Flint should have some ambition to head the department with which he has been associated for the past nine years, but the urgent request of those who are well posted and who believe that his acquaintance with the agricultural interests of the state will enable him to greatly advance the dairy interest has finally decided him in announcing his candidacy.

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Prize Winners using CHR. HANSEN'S BUTTER COLOR always speak the highest praise, because it gives complete satisfaction.

Order from your dealer

CHR. HANSEN'S LABORATORY
MILWAUKEE, WIS. LITTLE FALLS, N. Y.

Refrigeration as an Aid to Dairying

G. H. Benkendorf, assistant professor of dairy husbandry in the University of Wisconsin, addressed the joint meeting of the Second National Conference on Marketing and Farm Credits and the Western Economic Society on the subject of "The Relation of Refrigeration to the Marketing of Dairy Products."

Professor Benkendorf said in part: "The essentials of successful dairying in all its aspects may be summed up in the words cleanliness and cold. These must be observed not only in the production of milk, but must be maintained during the process of manufacture and continued until marketed and consumed. Without cleanliness observed at all stages rapid deterioration of the dairy products will take place. Without proper refrigeration the product will not reach the consumer in a desirable condition. Without the use of ice or mechanical refrigeration good butter cannot be made."

"The investigations by Dr. Russell and Dr. Babcock of the University of Wisconsin in regard to the curing of cheese at low temperature, revolutionized the methods of curing cheese, and the suggestions of these scientists have been adopted all over the world, and marked an epoch in the marketing of this product."

"Proper refrigeration of dairy products in transit is of utmost importance. Butter once 'heated' will never recover its former texture, no matter how cold it is kept thereafter."

"The cold storage plant should be treated as a friend rather than an enemy of the public."

"The consumer in the city at the present time is so far distant from the manufacturer that, without modern methods of keeping the dairy products cold until they reach him, they would be practically spoiled."

"Hostile legislation against the cold storage houses cannot help but prove detrimental in the end. Thorough and sensible regulation is what is needed."

"Proper co-operation between the railroads and the creameryman and cheese dealer will do much toward solving the problem of marketing butter properly. Very seldom will the railroad turn down a reasonable proposition. The railroads appreciate the importance of the dairy industry, and will do all they can to co-operate with the dairyman."

Good Work of Iowa Plant

Late in the fall of 1911 the farmers in the neighborhood of Decorah, Iowa, organized a creamery company. February 1, 1912, they took over the creamery and started in active business. Naturally, at first they were lacking in patronage, but in a year's time their make has doubled and also shown an improvement in quality. The equipment has been greatly increased since starting, and the plant now has two churns, three cream vats, new scales, ice crusher, etc., is lighted by electricity and run by electric power. The building was an old stone plant, but by giving it a good coat of cement with the right sort of finish and putting in some windows and applying some paint the appearance has been greatly improved. N. O. Bendickson took charge of the creamery there when it was started up as the Decorah Farmers' Ice Cave Creamery Company. E. Blakeman is president and A. T. Holton manager. Mr. Ben-

dickson and the officers have worked hard to make this one of the best creameries in the state and Buttermaker Bendickson reports that the prospects are good for a still larger make, but what they, like practically every other creamery, need most is improvement in the quality of cream. We find from their second annual statement that the total receipts last year were \$124,000.27. Of this amount \$104,073.95 was for butter shipped away and the balance for butter, butter-milk and cream sold at the creamery, including \$120 of new stock. In butter-fat there was purchased 345,551 pounds during the year, for which \$104,169.75 was paid. A considerable sum—\$1,149.02—was put into improvements and repairs. A dividend of \$270 was paid. The overrun was 20.7 per cent. The total pounds of cream received were 1,575,184, the average test of cream 21 per cent, the average price received for butter 29.43c, and the average price paid patrons 30.1c.

The B. S. Pearsall Butter Company and the D. E. Wood Butter Company, both of Elgin, Ill., have distributed a very useful circular showing the trend of the butter market, including the range of prices for each month—for 10 years back. The authors of the chart would doubtless be glad to send copies to any who have not been supplied.

At a recent meeting of farmers and citizens of Bishop, Tex., \$3,500 was raised for the building of a creamery. Joseph Hirsch, president of the Corpus Christi National Bank, has offered to finance good farmers who wish to start dairy herds. There is no doubt that the amount necessary for the project will soon be subscribed.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
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OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, APRIL 15, 1914.

Spring is here, and creameries throughout the west are girding up their loins for the rapidly approaching flush. Already the make is showing some increase. Grass is springing up and the country is beginning to take on "the wearing of the green." Many new creameries began operation April 1st, and a good many re-opened. The outlook is for the usually heavy flush, but, of course, there isn't the optimism which prevailed at this time a year ago. Low prices are causing the individual operator to shake his head, and the more pessimistic foresee a great shrinkage in the number of cows, and, to some extent, we believe, their fears are well founded. Especially in the prosperous farming districts will the farmers milk fewer cows with nothing in sight but low prices. We do not believe, however, the tendency is strong enough to be noticeable, at least this year, and by fall conditions may be more favorable. The average farmer is pessimistic.

This much is clearly true. The creamery which turns out anything but an extra grade of butter from now on is going to face a real—not a theoretical or imaginary—serious situation. Butter grading below an extra this year will go begging on the markets. We do not look for such spirited efforts to buy butter, and, unless your quality is first-class, you will have to look for a market rather than the market look for you.

Buttermakers and creamery managers must take advantage of present conditions and start working for quality. The famous pocketbooks of

the farmers have been touched, and you managers possess the key to the situation. Start right in to be particular about the quality of your raw material and make your patrons understand that nothing but first-grade milk and cream can be accepted. The "other fellow" bugbear is eliminated. He will not accept the poor stuff as he has in the past. His pocketbook has been touched.

So, we say, now is the time for our American creameries to capitalize conditions and start out on the right basis. Grade your cream and pay according to quality. Churn two grades of butter and pay the farmer according to the price you receive for his grade of butter. The farmers' independence in the cream business is at an end, and he should now be rewarded according to his works.



And now comes the combined pasteurizer, ripener, cooler, churn and worker—all in one machine. E. B. Heller is the genius who brought out the idea and already one of the large centralizing creamery companies has placed an order for four machines. We do not question the practicability of the apparatus, for today nothing is impossible. But, still, genius hasn't yet been able to make fancy butter out of putrid cream. We are not saying it can't be done, but are safe in saying it hasn't been done. Who knows but what 20 years from now even this five-in-one machine recently announced will be as out-of-date as the old churn and table worker are now?



Many creameries are planning on selling sweet cream to ice cream and milk plants this summer. While selling sweet cream lessens the production of butter, a year's experience in producing it is worth dollars to the butter business later. After the farmer discovers that he can produce and deliver sweet cream with such little effort and expense, he will be willing to do it for a cent or two premium. Now, however, he thinks he can't possibly do it, and nothing but 6c, 8c or 10c premium will get him to try. The ice cream factory and the city milk plant are the only ones who can pay such exorbitant premiums over butter prices.



What will June butter go into storage at? We have heard guesses of from 18 to 30c. We would be willing to bet our last year's straw hat that it will be closer to 18c than to 30c.



And now many of the women's clubs are bragging over the way "we drove the price of butter down with our boycotts."



Remember that the creamery exterior as well as the interior counts when it comes to a government or state score card.



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Co-operative Creamery Meetings

By E. S. ESTEL

The farmers' co-operative creameries of southeastern Iowa were given a series of dairy meetings during the latter part of March. The meetings were conducted by P. W. Crowley, assistant state dairy commissioner, and E. S. Estel, state dairy expert. The creameries participating were those located at Williamsburg, York Center, Conroy, Victor, Deep River, Brooklyn, Newburg and Dunbar.

Meetings of this nature are rather a new venture in these localities and in a number of places, they were the first to be held in the interest of dairying. In the majority of instances the meetings were well attended and the patrons became much interested in the discussion. At each place the program was arranged in such a manner as to not only give the ordinary lectures on dairying, but also give the cow demonstration from animals brought in by the patrons. At several places the illustrated lecture on dairying in Iowa and the selection of the proper kind of dairy animals was given by Mr. Estel. At the York Center creamery, which is located in the country, a unique meeting was held. The supply room was raided and butter tubs secured for the patrons to use as seats. The entire creamery was filled with interested listeners and discussions of a very interesting nature were held. This is one of the plants in this territory which has succeeded in mastering its quality to a large extent. The majority of the cream is brought to the

creamery sweet, although each patron does his own hauling. As a result of this work in improving the quality of the raw product, Mr. Crowley informed the officers that this creamery was one of a very few which he would recommend to be allowed to produce the Iowa brand of butter if this provision was made in the law.

After the lectures in the creamery every one in attendance was taken out into the yard where several cows were used for demonstration purposes.

Probably the largest meeting of the series was held at Victor. The large hall provided for the lectures was filled to capacity, and, in addition to the regular meeting of the creamery, lectures were delivered to the high school pupils. The students were also given work in cow judging, and a very lively contest was conducted. Particular interest was aroused in this meeting of the farmers and patrons of the creamery because they had just recently decided to construct a new plant. After the regular meeting the stockholders were called together and it was decided to build the plant in the center of town and make the creamery one of the prominent institutions. A modern, fire-proof creamery will be constructed and equipped with the latest machinery. H. F. Lenocker, the secretary and buttermaker, was authorized to take a trip into the northern part of the state and visit the best co-operative plants. By gathering this information Mr. Lenocker should be able to

plan a very convenient and economical creamery.

The largest and best show of the series of meetings was held at Newburg. Some very excellent types of animals of the Guernsey and Holstein breeds were on exhibition. From the general interest taken in dairying in this locality the creamery should be making a large output in a few years. The young men on the farms surrounding Newburg are taking a lively interest in dairy cattle, and a number of new herds have been started during the past year. It was the wish of the majority in Newburg to hold an annual show for the purpose of encouraging the introduction and breeding of better dairy cows.

At Dunbar the meeting was held in a rural school house. After counting the windows it was found that practically all of the horse blankets in the community would be necessary to darken the room for the stereopticon lecture. By enlisting the assistance of Mr. Olson, the secretary, and Mr. Jensen, the buttermaker, the necessary night producers were secured and when the large crowd of patrons assembled in the afternoon they found their school house in absolute darkness. All of those in attendance were interested, and a large number of questions were asked relative to the information given by the secretary. L. L. Flickinger, assistant dairy commissioner, also attended this meeting and gave a very instructive talk on how to support the local plant.

It is hoped that the creameries in this locality will continue these meetings. It is not only the information given by the lecturers that is beneficial, but at the same time the patrons are all brought together and become acquainted. They are given an

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ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western Representative,
F. A. Salisbury,
Vinton, Iowa

opportunity to exchange experiences and strengthen each other by showing their interest in the creamery movement. This section of the state is admirably adapted to dairying because of its soil and climatic conditions. There should be more dairy cows and creameries for the purpose of building up soil fertility and paying a good dividend on the land investment.

Illinois March Scoring

The March scoring contest for Illinois buttermakers was held at the College of Agriculture, Urbana, March 28th. There were 13 entries. The report below is furnished by L. R. Lang, in charge of the Illinois contests:

Two tubs of butter received an average score of 93.6. These were both made from all hand separator cream. In one case the cream was pasteurized to 170 degrees for 40 minutes. This method was used in a factory in which the buttermaker has had difficulty with the keeping quality of his butter. More than 30 per cent of starter was used; the cream was ripened at 72 degrees, cooled to 46 degrees, and churned three hours later at 51 degrees.

The second tub scoring 93.6, was made from farm skimmed cream and pasteurized at 145 degrees.

With the exception of two creameries all the butter was made from hand separator cream.

The average score was 91.16; average moisture content, 13.99; and average salt content, 2.36.

The scores above 90 are given below:

Name	Average score	Moisture	Fat	Salt	Curd
F. Grimm, Savanna	93.6	12.57	84.93	1.62	0.88
A. J. Spohn, Morrison	93.6	14.14	83.72	1.30	0.83
A. J. Bragger, Troy Center, Wis.	92.6	14.20	81.02	3.67	1.11
P. J. Petersen, Round Lake	92.15	12.85	83.86	2.14	1.15
Twin City Cry. Co., Champaign	92.	14.44	81.67	2.87	1.02
H. W. Van Dyke, Manito	92.	13.58	83.81	1.77	0.84
Richmond Bros., Waterman	91.5	12.61	84.62	1.84	0.93

Cows and Wooden Legs

Howard L. Rann writes The Creamery Journal as follows: "One of the most marvelous feats ever accomplished by science is recorded by the American Medical Association, which states that one of its members recently grafted a wooden leg onto a milch cow that lost the member while holding a joint debate with a Scandinavian bull terror. The operation was said to be highly successful, and the cow can do everything with the leg except dance the tango. The article does not state which leg it was, but if it were a hind leg the surgeon committed a criminal offense. It is bad enough to be kicked under the goatee by a cow with a leg that came to her in the natural course of human events, without incurring the risk of being impaled on an artificial limb and having both eyes filled with cork splinters. We advise the owner of this animal to wear auto goggles and an abdominal corset when pailing her during fly time, or else she will be liable to run her peg through him and leave a large, gaping air hole in his physique."

An Object Lesson

E. C. Capper, of E. C. Capper & Co., of Dumont, Iowa, is one of the really progressive fellows in the buttermaking and creamery management game in Iowa. There has been a good deal of educational work done amongst the creamery patrons by the state dairy association, state dairy commissioner's department, state school and the dairy papers of this section the last few years, and an unusual amount of interest has been stirred up. But the objection that Mr. Capper has always met from

the farmer when the farmer was urged to get into dairy strains of cattle, and particularly pure bred stuff, was that these cattle were all right for these "high-toned" fellows who didn't care how much money they spent on them, but they wouldn't do for a farmer under average farm conditions. Mr. Capper wanted to find out for himself. So he bought of one of the breeders in the state a pure bred dairy cow. A few weeks after he got her home she freshened, dropping him a heifer calf. Just under plain, ordinary conditions, like the farmer would be able to give a cow, she produced 330 pounds of butter-fat for her owner. Just then, unfortunately, she laid down on something sharp and cut a blood vessel so badly that she nearly bled to death. As a result it was necessary to dry her up much before her year's work was done. After freshening the second time, which she did several weeks ago, for some reason or other blood poison and paralysis set in and Mr. Capper lost the cow. Still, the fact that she made 330 pounds of butter-fat in considerably less than a year is encouragement enough and ample pay, Mr. Capper says, for his expenditure. Besides, he has a heifer calf left which another year will be a cow.

Cheese Rates Changed

The Official Classification Committee, whose headquarters are at 143 Liberty street, New York City, have sent out notice to the effect that classification number 41, which has been effective of late, and is still in effect, and which provides that cheese packed in glass, and also in jacketed cans as well as in earthenware crocks or jars and packed in cases takes a first class rate. When in bags, baskets and pails, loose, second-class rate; and in boxes, tubs or casks, third class rate, is to be superseded July 1, 1914, by classification No. 42. This classification provides that the first class rate applies on cheese in glass or earthenware packed in barrels or boxes. The second class rate applies to cheese packed in baskets having splint or veneer bodies and wicker bottoms and tops, as well as cheese packed in pails, while the third-class rate applies to cheese packed in metal or wood in crates, in metal or wood in barrels or boxes and in form or bulk in barrels, boxes or tubs. It is further provided that when cylindrical cheese boxes are used as outside containers they must meet the following requirements. The minimum thickness of material for tops and bottoms (heading) 7-16-inch. Hoops (bodies) and rims, 1-6-inch. The minimum width of rims: Bottom rims to be 1 inch and top rims 2 inches. The hoops (bodies) must overlap at joint not less than 5 inches and be fastened with staples or nails not more than 1 inch apart and firmly clinched on the inside. Rims must be fastened to the tops and bottoms (heading) with nails not more than 4 inches apart. The rates above quoted, of course, are applicable to less than carlot shipments.

Peehl Is Inspector

O. F. Peehl, formerly with the Vasa (Minn.) Co-operative Creamery, has been appointed creamery inspector to take the place of Oscar Hallquist, who recently resigned from the force of the Minnesota Dairy and Food Department.

Farmers of Belle Plaine, Iowa, who invested considerable money in a new creamery three years ago, have re-organized on the mutual co-operative plan, hired a new buttermaker and manager (Mr. Lovestrom) and prospects are bright for their success.

2 Cents a Pound Easily Made

The difference between the two shipments referred to in the letter below was that one shipment was made with starter and the other without. This was the second time in two weeks this creamery had the experience that only by using starter a raise of 2 to 4 cents a pound would take place. It goes without saying that hereafter this creamery does not miss adding the starter every day.

January 31, 1914.

Gentlemen:

Your shipment of butter received yesterday; 13 tubs scored 91 and we are paying for them at full price, that is, 27½¢ Chicago; the five tubs of the 21st date only scored 89, being quite stale.

Now the market here on this grade of butter is all the way from 22 to 25¢, but we were fortunate enough to dispose of some of these lots to one of our eastern managers at from 25 to 26¢ and we can remit for these five tubs at 25½¢ Chicago and break even.

Trust that our action will meet with your approval and hope your next lot will all be up to standard for we dislike making these cuts in price as much as you dislike to have us.

Very truly yours, ...
Purchasing Department.

The best way of making money in the creamery business is to use a starter made from Ericsson's Butter Culture. Try it.

ELOV ERICSSON CO., 1098 Lexington Ave., St. Paul, Minn.

Modern Methods in Buenos Aires

By C. C. TOTMAN

Buenos Aires now has a population of nearly 1,500,000, and is truly one of the world's greatest cities. It cannot be compared with the old and cultured centers of Europe, but better than comparison is contrast, and in this respect Buenos Aires stands out in electric letters as the city of life, activity and growth in the commercial and agricultural world.

The enormous and rapid growth of the city has brought with it many problems of various sorts which seem to have been handled in a satisfactory manner, as is evidenced by the general prosperity and continued progress.

The question of city milk supply has been especially well regulated, considering the stage of development of the dairy farm end, as well as the demands on the part of the city. There are not the conveniences of good barns, clean milk houses, refrigeration and transportation, as we have found them in the states, and the problem therefore presents a different front.

Only until the last year or so have they had refrigerator cars in which to ship the milk, and these, may it be said, are simply an attempt to comply with the law with the idea of evading it. The cars are double-walled, with a narrow space below the floor at one end, where a few cakes of ice are put, and are well insulated so they will conserve for a long time.

When the milk arrives in Buenos Aires it is well handled and prepared for deliv-

ery. A visit to "La Vascongada" (the largest company in the city milk business) at the time of arrival and preparation of the milk convinced me that the city milk of Buenos Aires is not dangerous, to say the least.

All milk is pasteurized at 85 degrees Centigrade or 185 degrees Fahrenheit, in continuous machines, and is delivered in the city on the day of its arrival. All undelivered milk is skimmed and used for buttermaking.

A Big Milk Plant.

When the milk is unloaded from the cars, which are placed under the sheds at the factory, the cans are elevated to the fourth floor on continuous chain elevators, and from here the milk starts on its downward journey, coming out in bottles and delivery cans in fine condition for the deliverymen. On the fourth floor the milk is poured into suspended vats for weighing. At this time specific gravity and acid tests are made at once, and samples are taken for fat analysis. If either of the first tests reveal any abnormal conditions the milk is rejected and passed in separate tanks. From the scales the milk passes to a vat and then to the forewarmers on the third floor, in front of which is a line of 12 Alpha De Laval separators, used for clarifying. Again the milk passes into vats and on to the inter-changer on the second floor before entering the pasteurizer. From the pasteurizers

(German horizontal machines) to the inter-changer again, and on to the coils, where it is cooled to 10 or 11 degrees Centigrade or 50 degrees Fahrenheit.

The coils are connected with city water circulation above, and below, for one-fourth of the surface, a brine solution is effective in reducing to the desired temperature. On the first floor are large receiving tanks, placed five or six feet from the floor, and from the bottom of which pass tubes for filling the bottles and cans. Much milk is delivered in these 10 to 20 liter cans, especially to the restaurant and hotel trade, but for babies and hospital service the milk is put up in bottles much like beer bottles, and corked with the date stamped on the cap. This milk commands a good price.

Cans in Deliveries.

The greatest criticism is the delivery in cans in the city. These cans are not in Al shape, being somewhat jammed and rusty, as are also the cans used for shipment to the city.

During the last year or so it has become quite the fashion for people to drink hot milk, or milk drinks, at cafes and soda fountains, and considerable advertisement is in evidence.

Milk sells for 8 to 10¢ per liter, paper money, or 3½ to 4¢ gold. The city requires that all milk be pasteurized and that it contain at least 2½ per cent of fat. It is well that pasteurization of all milk is required, for the tuberculin test is not obligatory, and both tuberculosis and foot and mouth disease are more or less prevalent. Milk is not classified and bacterial counts are not considered, but there has been a law proposed which would compel the factories to clean the milk by centrifugal force.

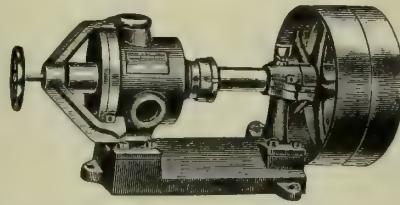
This is the Pump That Has Made Friends Everywhere

IN THE Blackmer Sanitary Creamery Pump you will find but few parts and nothing about them to cause trouble as there are no springs, adjustments, valves, nor unsanitary rubber gaskets.

Therefore remember the Blackmer when your jobber calls and get his prices.

Capacities of 16, 30, 80 Gallons Per Minute.

Blackmer Rotary Pump Power & Mfg. Co., PETOSKEY, MICH., U. S. A.



The Death of Casper Schmidt

Every man who knows the Elgin Butter Tub Company will feel that, in the death of the founder of this great concern, Casper Schmidt, of Elgin, Ill., a powerful business force and a sincere personal friend as well as a friend of the industry has been lost. His death occurred but recently—from a complication of diseases superinduced by old age and general debility.

He had been, as a business man, the founder of one of Elgin's stable industries, as a father the head of one of the most progressive families of the community, as a member of the county board a leader in progressive movements along right lines and as an alderman one of the men who "pulled Elgin out of the mud" and established it on a sound, financial basis.

Casper Schmidt was a native of Dolgesheim, Hesse Darmstadt, Germany, and was born December 25, 1833, a son of Casper Schmidt, a prominent weaver of that vicinity.

He was given a good education in the public schools of his native land and learned the trade of a cooper there. As soon as he became 21 years of age he started for America which he considered the land of opportunity. He worked at his trade in New York, most of the three years which he spent in that state being at Buffalo.

In 1857 he came west, to Chicago first, and then to Elgin, where he built a cooperage shop on Division street near Douglas avenue. In 1882 he erected a much larger plant on North State street, which he conducted until 1892, when he retired from active work.

In the meantime he had organized and established the Elgin Co-operative Butter Tub company, which is now the Elgin Butter Tub company, well known everywhere.

Mr. Schmidt was the first president of the company, and was acting in that capacity at the time of his death, although during the past few years his position has been that of an adviser.

During his long residence in Elgin he had borne a reputation not only for honesty and reliability but he was one of the leaders in important affairs.

While not seeking office he was frequently called upon to serve in some capacity and was for several terms a member of the county board of supervisors and was one of the committee which planned and supervised the erection of the court house and also of the financial scheme by which it was paid for without an increase in the tax levy. He represented the seventh ward as alderman for three terms and during that time the public improvements of the city began in measures of which he was a staunch supporter. He served during the time that the water works were constructed, a sewer system established and the farm which was converted into Bluff City cemetery purchased.

Business sagacity was one of his predominating characteristics. Socially he was most congenial. He was devoted to his family and was fond of company. His friends were numerous and steadfast.

Mr. Schmidt, as the head of the family, was the leader of the enterprise which has grown to be one of the greatest—if not actually the greatest—butter tub factory in the United States and the product of which is shipped not only throughout the United States and Canada but to foreign lands.

In 1861 he married Miss Elizabeth Beecher of Lake county, who, with six sons, all of whom are identified with the industry established by their father, and one daughter, survive and are residents of Elgin.

They are Charles, George, Henry, John, Louis and Edward. All are skillful workmen and have gained prominence in the business. They, with Mrs. Schmidt and the daughter, Elizabeth, are the owners as well as the managers of the enterprise which includes the ownership not only of the plant in Elgin but large tracts of timber land in other states. The Schmidt boys and the Schmidt tub are known wherever butter is made.

A Novel Milk Delivery

With 30 highway and railway bridges washed out, three transcontinental lines tied up, telegraph and telephone connections destroyed and many beautiful residential properties being swirled along to destruction in the angry waters of the Los Angeles river, the city of Los Angeles faced a milk famine on Washington's birthday, but the dairymen came to the rescue and saved the day.

The milk and cream supply of Los Angeles amounts to about 15,000 gallons per day. Two-thirds of the supply comes from the dairies of the San Gabriel valley and the remainder is obtained from the dairies of the La Habra valley. On the night of the 20th the big Montebello bridge spanning the San Gabriel river was undermined by the sand-washing waters and carried to ruin in the chasm below. A few hours later a 60x80-foot barn on the Furratt ranch near Whittier was toppled into the Rio Honda river by storm waters that cut away its foundation, and when it was swept down the stream it took out a long span of the county bridge. That left the San Gabriel and La Habra valley dairymen on one side of the raging flood waters and the Los Angeles milk dealers on the other side.

It looked for awhile as though Los Angeles would have to go without milk in her bottle and cream in her tea, but the dairymen finally outpointed the flood by pressing kites into service.

Huge kites were rigged up and flown across each river, carrying stout pieces of cord. When the cord had been secured by the milk dealers it was used in stretching a small rope across the waters, and the small rope carried a heavier rope across, and finally a strong cable was stretched from shore to shore. The dairymen along the Rio Honda river sent 500 10-gallon cans of milk and cream across the stream by cable, and the San Gabriel valley milkmen cabled a similar number of cans across the waters. They would have sent as much more, but the cable snapped when it was too near nightfall to stretch another.

With 10,000 gallons of milk and cream the retailers pooled their supplies and managed to make the lacteal fluid hold out until communication with the outside world was re-established.

This is the first time that Los Angeles ever had to lasso her milk out of the flood. The two-day storm that hit southern California the third week in February was the worst in the history of the state. Twelve inches of water fell in less than 48 hours and at Monrovia, near the Sierra Madre range, the precipitation amounted to 9.90 inches in 12 hours.

Farmers have organized a co-operative creamery at Kendalville, Iowa. The product from 800 cows was pledged and \$2,500 subscribed at one meeting. They will build their creamery at once.

The Crescent Creamery Company, Butte, Mont., has been incorporated with \$100,000 capital by J. P. Riley, Mary F. Mouat and P. E. Gegan, to operate a creamery.

W. O. SAXTON & CO. Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

The Cost of Raising a Dairy Cow

According to investigators in the Department of Agriculture, the average net cost of raising a dairy heifer one year old on a Wisconsin farm is \$39.52 and of a two-year-old heifer, \$61.41. These figures are applicable to other dairy districts in the north and east where land and feed values are similar to those in Wisconsin. They are based on data obtained from raising 117 calves from birth to the time they enter the dairy herd. The details, with a complete summary of the investigation, have recently been published by the Department of Agriculture in Bulletin No. 49, under the title of "The Cost of Raising a Dairy Cow."

There are in the United States over 21,000,000 dairy cows. These figures give some idea of the importance of this economic problem to the country as a whole, for these cows must be replaced every few years. The cost of the production of these heifers is a large item in keeping down the profits of the dairymen.

The new bulletin contains numerous tables and several illustrations of the Jersey calves from which the items of cost were obtained.

The most important item was the cost of the food, which was estimated at market value and amounted to nearly two-thirds of the total net cost of the heifer, while labor formed 12½ per cent of the cost.

Figures for the average net cost of the one-year-old heifer are as follows: Feed, \$24.67; labor, \$4.45; other costs, \$6.36; total, \$35.48. To this should be added the initial value of the calf, which was estimated to be \$7.04, making a total cost at the end of one year of \$42.52. This charge is justified in view of the fact that dairy cows are credited with this item in determining the cost of milk production. By allowing \$3 credit for manure, it leaves a net cost of \$39.52 at the end of the first year.

Figures for the average net cost of the two-year-old heifer are as follows: Initial value, \$7.04; feed, \$40.83; labor, \$7.81; other costs, \$13.73; total, \$69.41. Credit for manure, \$8.00, leaving a net cost of \$61.41.

One-half of the feed cost the first year and one-third for the full two years is for whole and skim-milk.

By far the most expensive period in the life of the calf is the first four weeks, the cost being nearly double that for any other four-week period. This high cost is occasioned by its being dependent almost entirely upon whole-milk.

The man labor required in raising a heifer is about 40 hours during the first year and 23 hours the second year. The total cost of man and horse labor for the two years is close to \$8. The manure produced during the two years has been valued at \$8; consequently, the cost of labor is practically offset by the value of the manure.

The item "other costs" consists of expenses usually overlooked in estimating costs. These are interest, charge for use of buildings and equipment, expense for bedding, miscellaneous expenses, a share of the general expenses for the entire farm business, and a charge to cover losses by death and discarding. The total for these forms nearly one-fifth of the total cost of the two-year-old heifer.

The foregoing figures show that it costs more to raise calves to maturity than is commonly supposed, and they support the advice which the department is continually trying to impress upon dairy farmers, that it does not pay to raise any but the best heifers. Raising scrub heifers and selling them at \$25 to \$40 apiece, as many do, is unprofitable except on cheap land or under other very favorable conditions. But it does pay to raise the best heifers, for in

good dairy sections well-bred heifers are worth considerably more than \$60 when two years of age. Furthermore, dairy farmers as a rule are obliged to raise their own stock, as it is difficult to buy productive cows at a reasonable price. In some sections of the west where alfalfa is worth only \$4 or \$5 a ton, or in the southwest where pastures furnish feed the greater part of the year, this cost may be greatly reduced. Even where it costs \$60 to raise a heifer, two-thirds of this amount is charged for feeds at market prices, a large part of which can be grown on the farm at a profit. Thus by raising the heifers the dairy farmer finds a home market for feeds grown on the farm at remunerative prices, and at the same time aids in maintaining the fertility of the farm.

The creamery at Hutchinson, Minn., has received an order from the Navy Department for 150,000 pounds of butter in addition to the 50,000 pounds already ordered.

Forty-one Minnesota buttermakers are receiving certificates of merit from Commissioner Winkjer, because their average score was greater than the 10 highest from any other state which entered into competition for the silk banner offered by the National Buttermakers' Association in Chicago last October.

At a special meeting of the stockholders of the Driscoll (N. D.) Creamery Company it was unanimously voted to reorganize to a co-operative creamery association. New stock to the amount of \$1,050 was subscribed, a set of by-laws was adopted and new officers elected.

The Farmers' Co-operative Creamery Company of Elizabeth, Ill., has incorporated with a capital of \$10,000. The purpose of this organization is to manufacture butter. Those interested are John P. Allen, Lincoln H. Breed, Donald L. Bryson, Frank Becker and Ed W. Monnier.

Save All the Cream that Your Cows Give

BY TURNING your cream separator handle at the wrong speed you are losing anywhere up to half of your butter-fat. You are leaving this butter-fat in the milk because by "guessing" at the speed you turn your separator, you are not turning anywhere near the right speed. You are feeding, perhaps, 10 cows, and making a butter profit on only 5, 6 or 7 of them. But you can get a butter profit on all of them by putting a Stewart Speed Indicator on your cream separator. Thousands of dairymen who used to lose cream by turning at the wrong speed, just as you do now, are now saving it by using the

Stewart Speed Indicator for Cream Separators

This instrument goes on the crankshaft and shows how many revolutions you turn the handle per minute. There is no counting or timing—for the Stewart tells at a glance the exact speed you are turning the crank.

How You Lose Cream Without The Stewart Indicator

You cannot crank your separator at the correct speed by "guess". No living soul can do this. We tried thousands of people, and hardly one came anywhere near correct.

Any authority on dairying will tell you that even one wrong revolution per minute means a loss of cream. If you turn too slow, cream is left unseparated in the skim milk. If you turn too fast, particles of fat in the cream are burst and spoil the quality of the butter. Most people crank too slowly by ten to twenty revolutions per minute.

One dairyman with 20 cows lost \$524.10 in one year by "guessing" at his speed. He found he turned it just half fast enough. Actual tests at Purdue showed this.

Another dairyman writes that he owns 8 cows and lost \$18.50 in one month because he "guessed".

With the Stewart Speed Indicator attached to your separator you turn the crank properly every time and so save every possible bit of butter fat.

Fits Any Separator—\$10

It doesn't make any difference when your separator was made or what kind it is. The Stewart will fit it. Tell us the name, the number, and the year it was made and we furnish the Stewart Speed Indicator on a new crankshaft that you can easily put on. (If your separator is a De Laval, then no extra crankshaft is necessary.) The price is but \$10 complete.

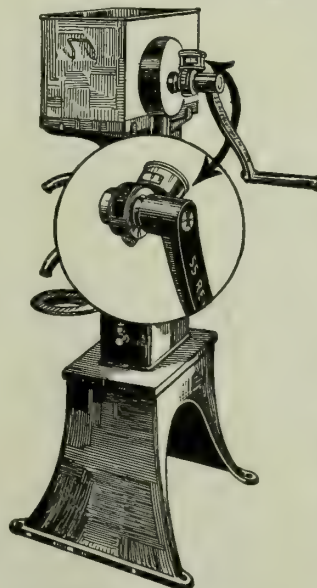
30 Days Trial

If the Stewart doesn't increase your cream production, return it and get your money within 30 days.

Facts, Figures and Butter Book—Free

Fill in and mail the coupon below to us, and we'll send you some amazing facts about cream waste and the way to stop it. You ought to know these things right now. Mail the coupon today.

Stewart-Warner Speedometer Corporation, 121 Diversey Blvd., Chicago, Ill.	
Please send me, free, all your literature on Cream Production and the books about the Stewart Speed Indicator for Cream Separators.	
My name is.....	State.....
My address.....	



For sale by all hardware and agricultural implement dealers all over the world.

The Co-operative Creamery Market

By PROF. G. E. FREVERT, University of Idaho

During the past few years considerable has been done through cow test associations to improve the productivity of the dairy herds of the northwest; however, the study of market requirements and methods of marketing has been sadly neglected, especially in the Pacific northwest.

While the general system of marketing dairy products out here has not been carefully worked out, the co-operative creamery has been more backward in this respect than many of the individually owned plants. In too many instances the co-operative creamery has simply relied on getting the market through the production of high quality. Where there is no market grading system, as is the case in the northwest, the creamery that puts out the attractive advertisement secures the trade, even with a rather inferior quality of dairy product. Of course, in the long run, the creamery

producing the best quality wins the market. However, the creamery making the superior product should advertise the same so as to bring it to the attention of the public.

One way for the creamery to improve its markets is to supply such products as are demanded by the public and for which there is, if possible, a local market. In the past the co-operative creameries have depended too much upon their competitors to market their butter, never considering the possibility of developing a local trade in butter, cheese, ice cream, sweet cream or milk. Many co-operative creamery managers are so busy with running the plant that they give little time or thought to the development of a market for the products. In this respect the centralizer, that is continually studying the market requirements, has a decided advantage over the creamery that does not consider whether it is producing the product that is wanted by the public.

Another factor which the small co-operative creamery must face is that of supplying their trade the year around. In many localities—in Idaho at least—where small creameries exist, winter dairying is not carried on to the extent that it should be. As a result of this, the creamery may work up a market for the butter during the flush season of the summer months, but when winter comes be obliged to turn its business over to other sources, thus disgusting the trade as well as having to work up a new trade the next spring. This is a very serious trouble with the small creamery of the northwest at the present time. Of course, by making a high grade of butter and storing it for the winter, the small creamery could hold its own trade well.

This brings up the question of storage of butter from the summer to the winter. In the average co-operative creamery in the Pacific northwest the storage facilities are meagre.

The production of high-grade butter is the main factor entering into the development of a permanent market for it. In making a study of the butter produced in Idaho, I have found that the co-operative creamery in most instances is producing a product inferior to that of the large central plant. Certainly this condition of affairs should not exist if the co-operative creameries were managed by a competent buttermaker. It is my belief that the cream received at the local creameries is of a much better quality than that shipped considerable distances to larger plants. The trouble then must be in the equipment and management of the plant. Too frequently—in the state of Idaho at least—when a co-operative creamery is started some favorite son who perhaps at some time in his earlier days has seen the inside of a creamery back east is put in as buttermaker because he happens to have a pull with one of the stockholders. Such a buttermaker has no knowledge regarding modern methods in the creamery, and in most instances does not want to know. Under such conditions, is it any wonder that the quality of the butter made at the co-operative creamery is not up to standard and will not hold up in good quality during storage? This is a very vital question in determining the success of the co-operative creamery. The extra cost of securing a buttermaker who has been trained recently at one of our agricultural colleges is easily

overcome in the added profit to be derived from the higher quality of butter produced. As proof of this, I need but to refer to the scoring contest at the Idaho state dairy convention in which butter was made by a student in the six months' dairy course at the University of Idaho that scored 4½ points higher than any co-operative creamery exhibiting butter at the convention, while one of the co-operative creameries received a score of 6 points lower than the score given the butter made by this dairy student. So great a difference in the quality of the product certainly should be a subject for meditation by some of the boards of directors of some of the co-operative creameries. Too frequently the failure of the co-operative creamery is blamed on the unfair competition when the fault really lies in the management of the co-operative concern.

The question then comes: "What can the co-operative creamery do to secure better markets for its products?" Certainly the first important consideration is that of securing a competent, dairy-school-trained buttermaker to manage the plant. A difference of several points in the quality of the butter will in the long run determine whether the creamery is going to have a satisfactory market for its products. The difference in salary between the competent buttermaker and the would-be buttermaker is easily offset in the added demand for the products of the creamery.

The question of supplying the market the year around in order to hold the trade is a very important one in establishing a permanent market for the products. This is rather a difficult problem to cope with. The encouragement of winter dairying would doubtless be one method of overcoming this difficulty. Another might be that of having some central storage house for a federation of co-operative creameries. The storage facilities in most of the small plants are not such as to warrant success in the storage of butter, as would be the case in a central cold storage plant. Such a storage plant, of course, should be located in a city where much of the butter could be sold locally to good advantage, and if necessary eastern butter could be shipped in to supply the slack season.

The manufacture of ice cream in the local creamery is rapidly developing a market for butter-fat. This again depends largely upon the ability of the buttermaker. He should understand the importance of selling as much as possible of the butter-fat in the form in which it will yield the greatest profit. There is no question that the competent man in a local creamery can produce much better ice cream than can be produced from butter by the homogenizing process.

Taking the market situation as a whole into consideration, I would state that:

1. The co-operative creamery in the northwest should secure a better buttermaker who has had a dairy school training and who has some business ability, even though his salary may seem rather high.
2. A closer co-operation is necessary among the co-operative creameries of the Pacific northwest themselves and with the co-operative creameries of such states as Minnesota and Wisconsin.
3. The development of side lines, such as the manufacture of ice cream, cottage cheese, the sale of sweet cream and milk is an important factor in securing the best possible price for butter-fat received at the co-operative creamery.

It is reported that the Newell (Iowa) Creamery Company has equipped its creamery with a small refrigerating machine.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

Zenith Butter & Egg Co.

Harrison and Greenwich Sts., New York
Receivers and Distributors

Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

W. I. YOUNG W. B. YOUNG
ESTABLISHED 1854

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

WRITE US

Refer by permission to Irving National Bank, N. Y.; Fidelity Trust Co., N. Y.; Dun's and Bradstreet's Agencies.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Irving Nat'l Bank; Southwestern Nat. Bank; Dun and Bradstreet Correspondence solicited.

The Auto Truck

Few men, in any line of activity, have more miles to cover each day in the year than the milkman. Little wonder it is, then, that the dairyman has seized upon the motor truck and made it save him both time and money.

Arden dairy in southern California, the Timms dairy in northern California, Cape May Farmstead of New Jersey, Edgewood Farms of Wisconsin, and dozens of other leading milk producing plants have given the auto truck a fair test and have proved conclusively that it saves them considerable money in the course of each year, to say nothing of the advertising it brings to them. Unquestionably a big white or buff auto truck, bearing the name of an up-to-date dairy, brings to the milkman a prestige not to be considered lightly, for the truck attracts the eye of thousands, as it hurries on its way, and serves as a traveling advertisement for high class dairy products.

Unless they have been confronted with the fact, few dairymen, who are now maintaining horse drawn delivery wagons, will admit that the auto truck is an actual economy, but a Michigan concern, which recently made a rigid test, has produced figures which give the truck a big lead over the old horse and wagon system.

On a dairy where two horse-drawn vehicles were in use, an unbiased test brought out the following facts:

Under the horse system it required two drivers who each received \$50 per month; stable board at \$9.50 per head each month—being \$19; blacksmith bill for shoeing two horses, \$3; painting and repairing wagons, and setting two tires, \$2.50; harness repairs, 83c; 6 per cent interest on the investment consisting of \$650, being \$3.25; horseflesh depreciation, \$5; depreciation on mechanical equipment, \$2. On a basis of having two drivers operate two single-horse delivery wagons, the expense for one month totaled \$135.58, an estimate which seems in every way fair.

One motor truck was put in the place of the two horse-drawn outfits, and the expenditure footed up as follows:

One truck, at \$750—which is but \$100 more than the equine delivery investment; one driver at \$50 per month; \$10.50 worth of gasoline; grease and oil to the extent of \$3.15; allowance for wear and tear on tires, \$2; 6 per cent interest on investment, \$3.75; giving the truck five years to serve its master, the depreciation, figured at 20 per cent a month, amounted to \$12.50; while repairing and painting was figured in at \$3; making a total of \$84.90 during the 30 days.

If it cost the dairyman \$84.90 to operate one truck which handled all his business, as against an outlay of \$135.58 for the maintenance of a two-man, two-horse delivery system, is it any wonder that he switched over to modern machinery?

By turning his horses into the pasture, and putting an auto truck in their place, the dairyman made an actual saving of \$50.68 per month. In addition to the extra money he was able to add to his bank account, the dairyman also found he was able to shorten his hours and give his patrons quicker service.

The dairyman who is using an auto truck today is getting his milk to market without churning it en route, is putting in less hours than he formerly did, is building up a bigger business as a result of his progressive methods—for the public is quick to turn to the concern which features things which are sanitary, convenient and up-to-now—and is actually banking money on the change.

That's why the dairymen throughout the country are so deeply interested in the

Bigger Dividends

The demand among buttermakers for



has greatly increased the past few years owing to a firmer realization that the better the sanitary conditions of a creamery, the easier it is to produce a higher quality of butter and the easier it is to command better prices.

By improved sanitary conditions the buttermakers of Iowa last year were able to receive 1½c per pound more on their yearly output of 100,000,000 pounds. Bigger dividends from better sanitation has been their actual experience.

The demand for Wyandotte Dairyman's Cleaner and Cleanser has also continued to increase because buttermakers realize that it is a dependable cleaner. It not only sweetens and freshens and cleans well today, but tomorrow, the day after and a year hence it maintains these same sanitary conditions for which it has become world-wide known.

Indian in Circle



In Every Package

For maintaining your creamery sanitation at the highest level, all Dairy Authorities agree that the aid of Wyandotte Dairyman's Cleaner and Cleanser is thoroughly efficient and dependable.

Order from your dairy supply house.

THE J. B. FORD COMPANY, Sole Mfrs.

WYANDOTTE, MICH., U. S. A.

This Cleaner has been awarded the highest price wherever exhibited.

achievements of auto trucks.—Howard C. Kegley.

[Mr. Kegley's figures, or estimates, we believe, are practically correct with the exception of a driver; \$50 will not, in the west at least, hire a man capable of driving an auto truck. A cheap man is expensive on an auto truck.—Editor]

Holmes With Morris & Co.

An announcement of considerable importance is to the effect that W. H. Holmes, of Chicago, has gone with Morris & Co.'s produce department, his headquarters now being at the Union Stock Yards in Chicago. Here he will be engaged in effecting a better organization of this important department of this big packing firm. Mr. Holmes was formerly president of the Fox River Company and is very widely known in the trade and regarded as an unusually competent man. He is a director of one of the leading banks at Aurora, Ill., and is said to have drawn out of the Fox River Butter Company a very considerable sum. It is also reported that W. T. S. White is to go with Morris & Co. "Sherman" White, as he is better known, has been a very prominent figure in the poultry and egg trade. He was closely connected with the Ponds at Keokuk, Iowa, and after that with the Clarinda Poultry, Butter & Egg Company at Clarinda, Iowa. After the sale of these interests to Swift & Co. Mr. White went to Chicago and opened an office on Clark street where he operated for himself. Some months back he undertook the erection of the plant and development of the business of Sherman White & Co. at Ft. Wayne, Ind., in which enterprise he has been ably assisted by Fred H. George. It is understood that Swift & Co. and Morris & Co. are operating pretty closely, and this new move is regarded as one of importance in the trade.

The establishment of a chain of co-operative creameries throughout Missouri is the plan of the executive committee of the Missouri State Federation of Commercial Clubs. To that end it was decided to employ an expert creameryman to canvass the farmers of the state with a view to inducing them to aid the project by moral and financial support.

It is announced that the Fairmont Creamery Company at Columbus, Ohio, is now putting out butter in quarter-pound prints, four being wrapped together in a single pound package. Each quarter pound has a cross section just the right size for serving.

The Blue Valley Creamery Company, C. J. Walker, manager, Springfield, Ill., is having erected a new creamery building to be two stories high, 50 by 100 feet in dimensions. The Striffler Ice & Cold Storage Company will furnish power and refrigeration.

The Crescent Creamery Company, Tucumcari, N. M., has been organized with \$10,000 capital, by M. M. Mortensen, H. L. Boon and others to establish a modern creamery to be equipped with refrigerating plant.

The Triangle Ice Cream Company, Altamont, Ill., has been organized and has leased the old cold storage plant of the W. L. Snook Estate on the west side of the city where they will build a modern ice cream factory.

The Ellsworth (Iowa) Creamery Company is having its creamery equipped with a 2½-ton refrigerating machine, furnished by the Creamery Package Manufacturing Company.

The Millersburg Creamery Company, Millersburg, Ohio, recently organized with \$10,000 capital, is fitting up a modern creamery. John Burkey is president and C. J. Fisher, secretary.

Enough stock has been subscribed to insure a co-operative creamery at Deer River, Minn.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Ice Cream Case Argued

With bricks of ice cream Attorney General George Cosson of Iowa recently demonstrated before the supreme court the possibilities of fraud in the manufacture of ice cream, in defending the Iowa ice cream standard law which is attacked in the cases of the state vs. Hutchinson and Sanders Ice Cream companies. The attorney general refrained from offering the court any of the delicious appearing bricks, but he sampled them himself and seemed to enjoy it. The ice cream was made up for demonstration purposes by Professor Crowley, expert employed by the state dairy and food commission. He followed the recipes submitted to the supreme court by Jeffreys Carlin of New York, attorney for the National Ice Cream Association of America.

Three formulae were followed, and the bricks produced appeared practically the same, and the taste was apparently the same, yet one was made at a cost of 15c a gallon, another at 39c, and the third at a cost of 60c a gallon. The cream at 60c a gallon contained 20 per cent butter-fat, 8 per cent more than the Iowa law requires.

The attorney general had a fourth brick of ice cream which was made of oleomargarine and saccharine, there having been no cream or sugar placed in the mixture. He told the court that it is possible to make ice cream in hundreds of ways and that, without a standard, there are unlimited ways to practice fraud on the public and that the public is so deceived in the product that it is impossible to tell the difference by tasting.

Mr. Cosson ridiculed the argument of Attorney Carlin that the public shouldn't expect ice cream to contain cream because the product is called ice cream. He said that the argument that because German silver is not silver at all and that other articles are not what is claimed for them is no reason why ice cream should not be made of cream as intended.

The court showed considerable interest in a small bottle which the attorney general produced. It contained saccharine, a sweetish substitute for sugar. This, he said, is used extensively, and a pound of it at a value of \$1.15 is equal to 500 pounds of sugar. The stuff is used in the manufacture of ice cream, he claimed, to reduce the cost.

The attorney general brought a smile to the faces of the judges when he mentioned in exhibiting the brick of ice cream made at a cost of 15c a gallon, that he had purchased a bit of that in his time at pleasure resorts at a retail price of 10c a dish. He emphasized that, no matter how cheap the stuff could be made, the retail price always remains the same.

Another Iowa Association

At Garner, Iowa, on April 2d, the first meeting of the buttermakers of that section was held to organize a local association. The Victoria Hotel served a special dinner to about 40 creamerymen and friends who had gathered to assist in starting the new organization out right. After the noon-day meal the dining room was cleared for the meeting. Charles Conway, of Garner, was chosen chairman and later elected president of the organization, and A. M. Hanson, of Thompson, was elected secretary. H. C. Thompson, of Buffalo Center, was chosen vice-president. The secretary was delegated to perform also the duties of treasurer. A committee consisting of A. E. Gimer, E. P. Conway and J. A. Fenger was appointed to select an appropriate name for the new organization and

to act as a program committee, etc. During the afternoon short addresses on topics of interest were given by Judge Quarton, of Algona, H. E. Forrester, of Charles City, and T. A. Clark, of West Bend, the latter two members of Commissioner Barney's pure food and dairy force. Judge Quarton suggested that monthly meetings of the organization ought to be held, picnics in the summer time when the weather is right, and an indoor meeting when it is too cool for getting together outside. At these meetings topics of special interest, such as the production of clean cream, the raising of dairy cattle, the construction of sanitary barns, etc., should be provided.

Seven samples of butter were submitted at the meeting and scored, Charles Conway carrying off first prize.

It was also planned to get samples of butter from the various countries of the old world—such as Denmark, Siberia, Germany, Australia, etc.—that are now competing with American butter, and to have these products scored and on exhibition for the benefit of the members at the next meeting.

The date of the next meeting and the program therefore are to be arranged by the committee above mentioned.

No boundary was set for the territory that the organization might include, the thought being to extend it as far as it might prove useful.

So well pleased were the buttermakers with the courtesy extended by C. A. Frisbee, proprietor of the Victoria Hotel, that suitable resolutions were passed and presented to Mr. Frisbee before adjournment.

Officers Named

The directors elected at the recent annual meeting of the Minnesota Local Creamery and Cheese Factory Association met April 3d in St. Paul. They are: J. J. Farrell, Carver; Peter Engelstad, Thief River Falls; Emil H. Ek, Cokato; F. D. Currier, Nicollet; A. J. McGuire, Grand Rapids. Mr. Currier was persuaded to continue to act as secretary, the board re-electing the old officers: J. J. Farrell, president; Peter Engelstad, vice-president; Emil H. Ek, treasurer; F. D. Currier, secretary. The board discussed future plans in reference to the activities of the organization and the solicitation of more creameries for the membership roll.

Complain of Ice Cream Rates

Express rates on ice cream shipments and return of empty containers in Nebraska are the subject of a complaint filed by the Nebraska Ice Cream Association with the State Railway Commission. It is charged that the express companies are getting an excessive rate on the short hauls by classifying ice cream as merchandise for the first 75 miles at 75c, and then changing to "general special" classification. This, it is claimed, is a discrimination against the state dealers. Ice cream is generally classified as a food product under a general special rate.

Hutchinson Gets Contract

For the fourth successive year the United States navy has gone to Hutchinson, Minn., with a big contract for high-scoring butter. Last summer the Hutchinson Produce Company filed a contract for 100,000 pounds scoring 95 or better. This year the Farmers' Co-operative creamery gets a contract for 50,000 pounds and the Hutchinson Produce Company one for 150,000 pounds.

Minnesota Politics

The political bee does a lot of buzzing amongst the dairy people in Minnesota. John J. Farrell, of Carver, has filed as a candidate for the democratic nomination as state senator. Mr. Farrell is president of the National Creamery Buttermakers' Association, one of the officers of the Minnesota Local Creamery and Cheese Factory Association, a good speaker, level headed, a real man and a real buttermaker. If all the buttermakers in Minnesota lived in Mr. Farrell's district he would go to the state senate and higher up in short order.

Chris Heen, manager of the co-operative creamery at Osakis, Minn., has filed for the nomination as representative in the state legislature from his district. Mr. Heen is an A No. 1 creamery manager, which means that he has all the general qualifications of a useful member of the legislature, and in addition his experience as an officer of the Minnesota State Dairyman's Association, of which he is now president, makes him especially qualified to represent the very co-operative county of Todd and the dairy industry in general.

S. G. Gustafson, formerly of Delano, Minn., and who resigned his position as creamery inspector with the Minnesota State Dairy and Food Department to engage in the creamery business in Canada, has returned, and has again been employed by Commissioner Winkler. Thos. Manley, of St. Paul, for a number of years a dairy inspector with the Minnesota department, has resigned, the resignation taking effect April 15th.

W. L. Schellhorn succeeds E. N. Alt-meyer, who recently resigned to go with the C. & Q. Railway as traveling agent for the Merchants Despatch St. Paul office. Mr. Schellhorn comes from the St. Joseph, Mo., office, is an experienced freight solicitor, well posted in the transportation business and will make a valuable addition to the creamery traveling fraternity up north.

Want Clearings

POSITION WANTED—By married man, 23 years old, in small creamery as buttermaker or second man in large plant. Have had one year's experience in creamery and ice cream plant, and a course in dairy school. Can furnish references. Address Earl Tiefenthal, Allegan, Mich.

POSITION WANTED—By a Holland buttermaker of long experience. Five years in American creameries. Can take charge of farmers' creamery, including secretary work. Strictly temperate; no drink or tobacco. Married. Satisfactory reference from present employer. Can come at once. Write to No. 1111, care The Creamery Journal.

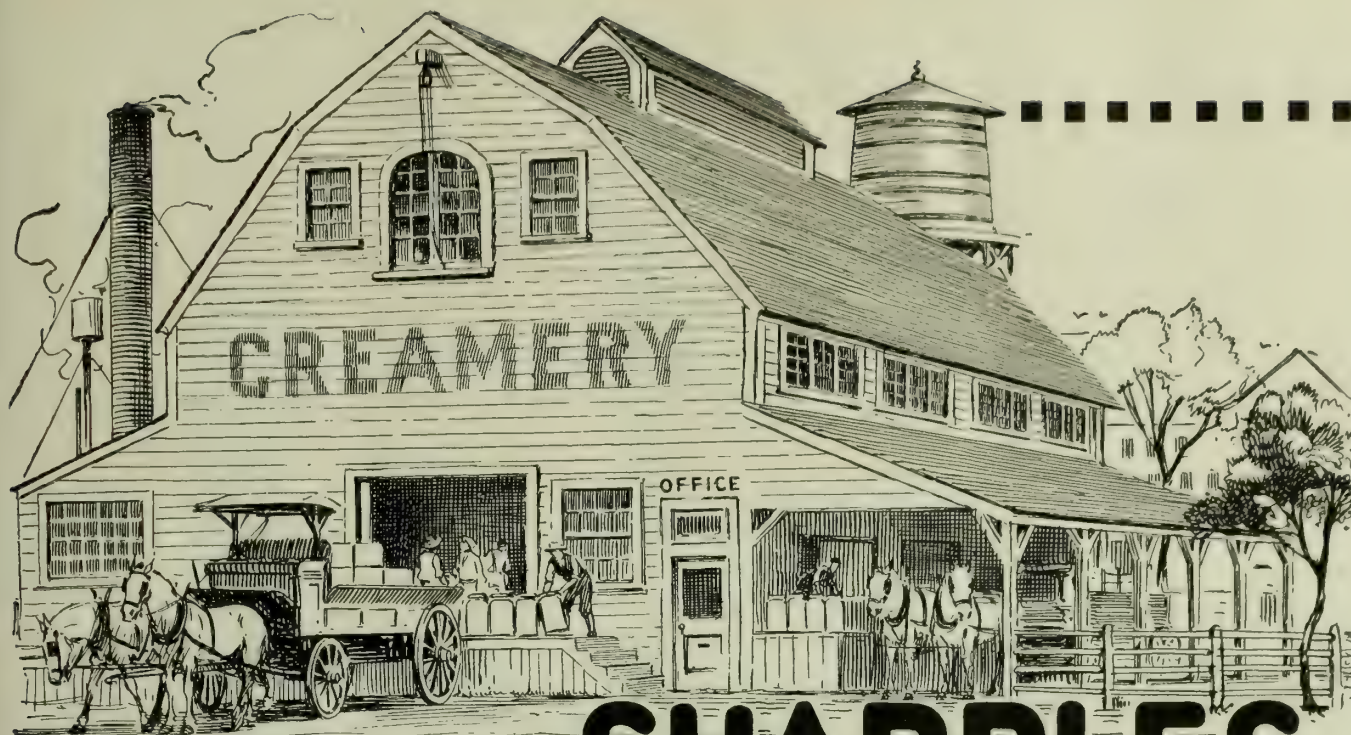
FOR SALE—Ice machine, 4-ton Barber compressor, complete with brine tank, condenser, etc., all ready to run in good shape. Will be sold cheap. Address Fulton Creamery Co., Fulton, Iowa.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—To get in touch with any party having a 3,000-pound Alpha turbine separator. It must be guaranteed to be in first-class condition. Address C. B. Davies, 410 Fifth St., Portland, Ore.

TO BUTTERMAKERS—A limited amount of either preferred or common stock at \$10 per share for common and \$15 for cumulative preferred. Dividends will be from 7 to 10 per cent. Good produce business with established trade, but need bigger plant. Details upon application. Safe, conservative investment. Address Dept. B, care The Creamery Journal.

WANTED—Second-hand 300-gallon Jensen cream ripener in good repair. Address J. S., care Creamery Journal.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill.

Dallas, Texas

Minneapolis, Minn.

Kansas City, Mo.

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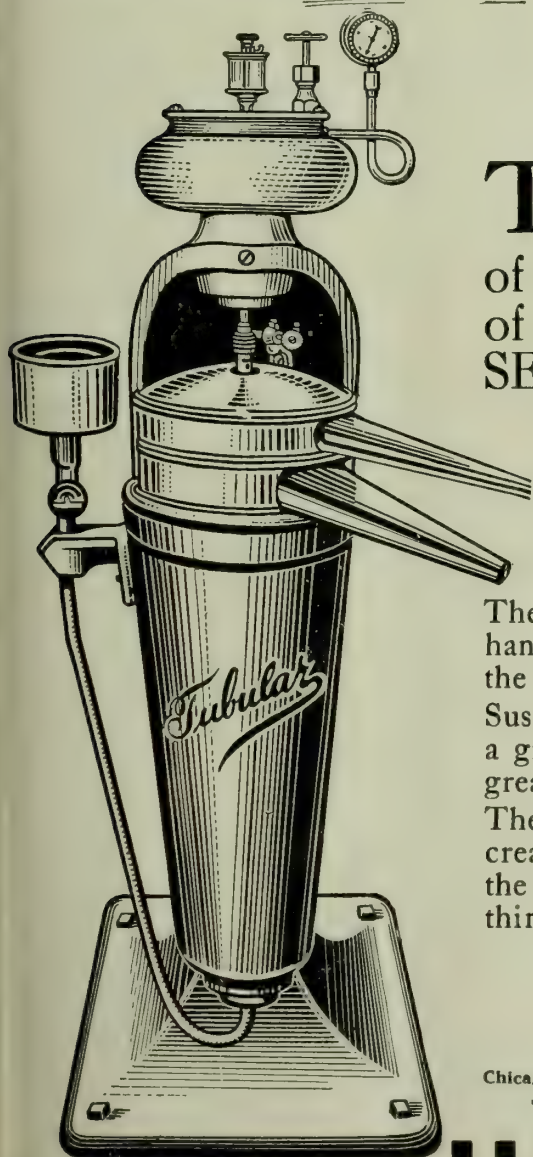
San Francisco, Cal.

Portland, Ore.

Omaha, Neb.

Winnipeg, Can.

Agencies Everywhere





The Satisfaction of Dealing With The Creamery Package Mfg. Company

When you do business with us, you are doing business with a responsible concern. We did not spring into being last week. We have been serving the dairy industry for more than a quarter of a century. We shall continue to serve it that much longer.

We have become known as the "quality house" throughout the trade—a reputation we have ever striven to attain and which, now having, we are not going to lose. We manufacture nearly all of our important lines of ap-

paratus. We are responsible for the material and construction, as well as the sale. Agents, on the other hand, are interested in the sale only.

Surely, you can see that there must be a distinct feeling of satisfaction in dealing with us—in knowing that whatever the price the value will be there and the goods will be right—that if perchance something is wrong, we will **make it right**. Remember, a conservative guarantee from us is worth more than a sensational one from a less reliable firm.

THE CREAMERY PACKAGE MFG. COMPANY

Chicago, Ill.

Philadelphia, Pa.

Kansas City, Mo.

Toledo, Ohio

Albany, N. Y.

Waterloo, Iowa

Minneapolis, Minn.

Omaha, Neb.

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THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV NO. 7

WATERLOO, IOWA, MAY 1, 1914

ONE DOLLAR A YEAR

Quincy Market Cold Storage & Warehouse Company

BOSTON, MASS.

BUTTER

BEST SERVICE AT LOWEST RATES

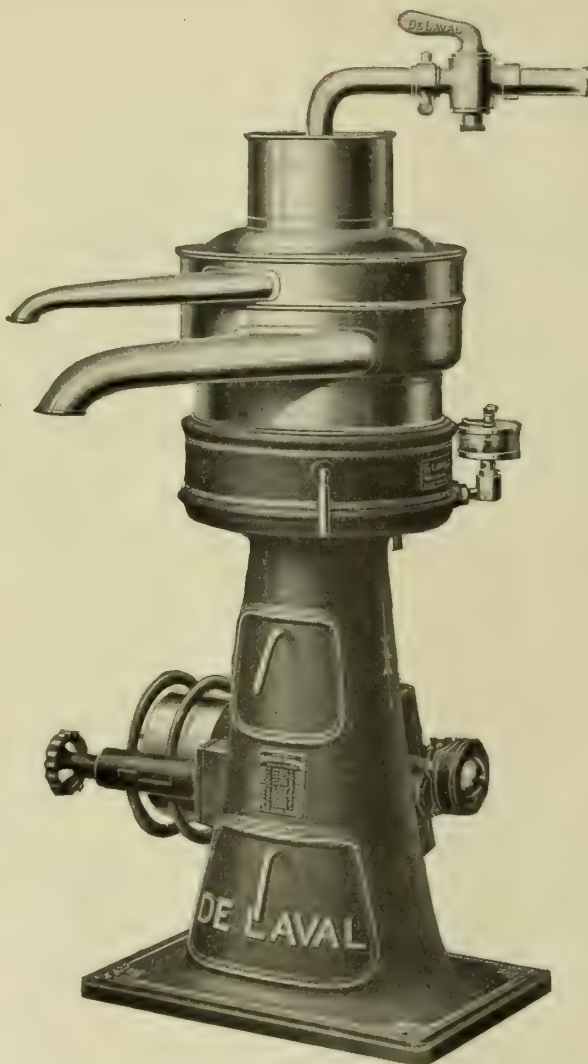
LIBERAL advances. The largest and best butter house, 1,500,000 cubic feet, exclusively for butter. The only cold storage building in New England used exclusively for butter.

—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

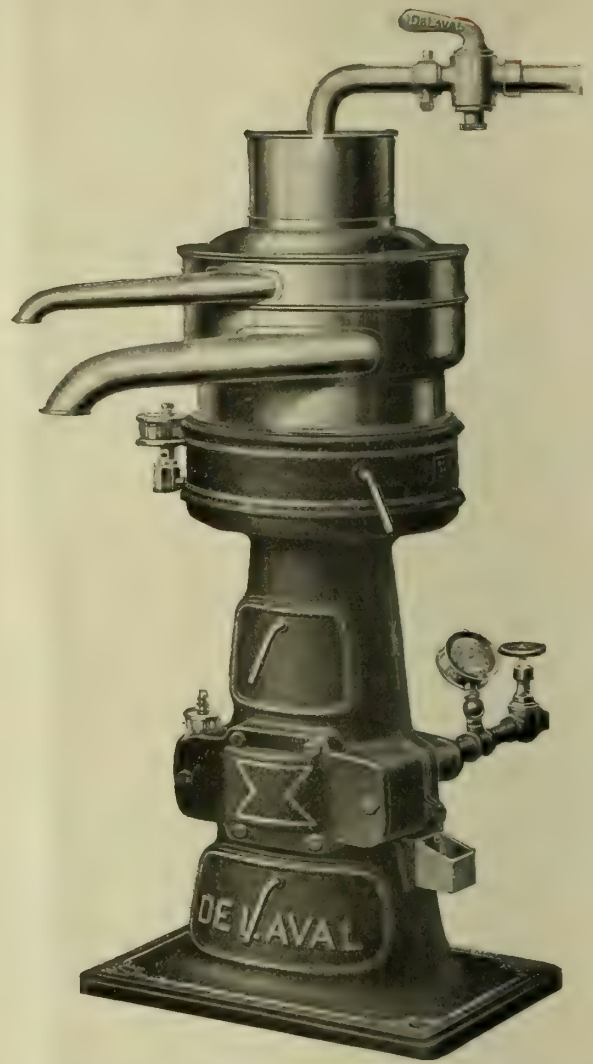
By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

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New and Improved Types
DE LAVAL
Cream Separators
In Power or Factory Sizes



New Belt-Driven Machines



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New capacities, 4000 lbs. and 6000 lbs.
ADVANCE CATALOG UPON REQUEST

The De Laval Separator Company

165 Broadway, NEW YORK

29 E. Madison St., CHICAGO

101 Drumm Street, SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 7

WATERLOO, IOWA, MAY 1, 1914

One Dollar a Year

Commercializing the Creamery

By MONROE WOOLLEY

It used to be that the small boy was in his element when he could get to turn an ice cream freezer for the local restaurateur in return for a dish of ice cream. Next to carrying water for the elephant, when the circus came along, and going barefooted the opportunity to sweat, puff, and struggle over that freezer was the finest thing on earth in boydom.

But now things have changed.

The boy must look to other pursuits to earn for him his dish of cream, just as the elephant demands the cash in this money-mad era instead of a muddy bucket of H₂O. The restaurateur no longer has an ice cream freezer to be turned. In these progressive days when proper combustion in smoking tobacco is a serious problem for the factory to solve for the discriminating smoker, and dentistry has taken on workshop aspects with the artisans numbered and working at day wages for an incorporated concern, the ice cream vendor has found another way of getting cream to serve heat-prostrated people other than by making the substance himself. Steam is displacing the brawn and muscle of the small boy.

This is decidedly an age of centralization, and, despite agitation to the contrary, organized industry must succeed. It is succeeding, for itself and for you. At one time it may have been essential that the restaurateur make his own cream. But that time is not now. Indeed, there are those who persist that ice cream never should have been made in the usually untidy rear storeroom of the ice cream parlor. And there is method in their madness.

It has long since been decided that to ship raw materials long distances to be worked up into salable commodities is the worst kind of bad business. It is the same in the case of milk or cream, the chief content of ice cream. The modern dairyman has discovered, he has reasoned out that the proper, and only sensible, economical and sanitary means of ice cream making is at the dairy. So doing saves expense, avoids contamination and gives better results all around.

Quickly grasping the value of the new way, the restaurateur has not been slow to take up the new idea. He is not only saved the muss and worry of making his own cream, but there are many other features in the new

scheme that appeal to him. It is no longer necessary for him to send his family sales out in card-board buckets, and he is at no expense for ice to repack his wares during the day to keep them from melting. The dairy upon request will send him small amounts already packed in cans for the family trade, and if he knows how to figure, as a successful restaurateur must know, he never buys a larger amount than he can sell before re-packing is necessary. Under the old system he never could figure accurately on the exact amount required to meet the demand. At night he either turned patrons away hungry or there was cream, lots of it, left over to throw away. That was not profitable, and if there was a way to avoid this waste that way was too elusive for the dealer. It was the dairyman that solved the problem. Ice he needed at all times at the dairy. Often he operates his own ice plant. There was a surplus that would go a long way in freezing up cream for the puffing populace in the city. In the end he found that the same wagons that carried the raw milk to the restaurant might just as well carry the made-up ice cream. It was a fine idea—one that enabled the perplexed retailer to solve the vexing problem of supply and demand to a nicety. If at six in the evening the vendor finds his supply running short all that is now necessary is to call up the creamery by 'phone for what is needed, even to the quart. In a jiffy the wagon drives up with the order.

Following this innovation, other side lines quickly occurred to the enterprising dairyman, ever scheming and plotting how to make his plant bring in more money

without additional outlay for equipment. Hence, it was not long before he found the sale of butter-milk could be made to help feed his teams and to pay the drivers.

Metchnikof and the other scientists who are writing ably on the prolongation of life are aiding this project along by their theories. As the people are recognizing in butter-milk a food having a tendency to better health and lengthen life, there is a constantly growing demand for butter-milk and sour milk. To meet this demand distributing points were necessary where customers could be served much as the public is served with soda water, ice cream and beer. The public could hardly be expected to hike away out in the country to the dairy to get its ration of the new elixir of life. The theories of the sages were not quite that convincing. Nor was it considered that people having a weakness for the stuff could be depended upon to keep it regularly in their homes.

Some artful schemer finally thought of placing butter-milk on sale at soda fountains, and then, perhaps, another fellow following a night's lark found that alcoholic beverages were distasteful the morning after, and that good, old country butter-milk had a much softer fall as it went trickling down. Anyway, bars—good bars—got into the butter-milk habit, and every first class saloon and soda water fountain now serves "Bossy's Best Beverage" at 5c per.

This is but a passing review of the evolution of the American dairy business as it is today. The modern dairy or creamery is as a rule compelled to keep open pretentious offices and depots right in town, just as the



A well built co-operative creamery—ice house in rear.



A substantial Wisconsin creamery building.

factory on the outskirts must have its downtown offices and warerooms. At present the products of a creamery, especially in the United States, are limited. Not long ago the output was solely confined to butter. The refuse went to feed the family of the owner or to fatten the pigs. Now canned milk and cream, ice cream, cheese and butter-milk have been added to the list, and before very long this list will be doubled, and the dairy made a mint or a mine for the owner.

The great Napoleon, who as we know had a fondness for wars and women, also had a failing for cheese. It is said that he was especially fond of Swiss cheese. He regretted that the French could not make a similar grade, and when he found that they could not after many trials under the emperor's patronage, undaunted, the little man who knew no defeat hastened to import Swiss stock and Swiss cheesemakers into France to gratify his appetite and to place his people into a profitable industry. The project, however, was doomed to failure. The Swiss quickly learned that they could not make real Switzer in the land of weasels, and it wasn't the weasels that prevented, either. There was something, a very necessary something, they failed to bring with them from home. They told the emperor that he would have to import the Swiss pastures. There was a flavor in Swiss grass that could not be duplicated in France. With the proper pasturage the cheesemakers said they could make real Swiss, make it good, make it quickly. But the mighty man met an early Waterloo in this obstacle, and if he afterward indulged in Swiss cheese it was through importers.

In this anecdote there is a lesson for Americans.

We are blessed with all the requirements for fancy cheese production. We have the animals, the cheesemakers, and the pasture—real Swiss pasture in some localities—and in abundance, too. No matter what her condition was in the time of Napoleon as far as dairy products are concerned, France today is one of the largest, if not the largest, cheese producing country in the world. Her exports of cheese amount to millions of dollars annually. Because of this the small farmer is prospering with his herds.

What the United States needs is a big

man with a big cheese appetite—one that has sufficient weight to stir our dairymen and farmers into making not only all the cheese Americans can eat, but all the different kinds of cheese Americans want to eat. That means a wide variety, for we appreciate good things when we get a taste of them. We are going gayly along spending millions of dollars to ship in fancy foreign cheeses, when the best of raw material for the making is right at our back doors. Cheese is bound to become more and more popular as a cheap, satisfying food as time goes on. Europeans have always found it so. Scientific research teaches that it is good for one's health, and with meat yearly going higher in price, it is certainly good for one's purse.

We import more Roquefort from France than any other one nation. That is saying a great deal. Besides, we get a lot of other grades of cheese, thousands of dollars worth annually, from Germany. In fact nearly every European country shows exports of dairy products to the United States. Sorry to relate, even enormous quantities of cheese, milk and butter are exported yearly from our next door neighbors, the Canadians. Now, from all these facts it would seem that we were painfully short on that one important requisite that Napoleon lacked, pasturage. But don't be deceived. We actually have more virgin pasturage, vast empires of which, like the Swiss, are extremely rich, than many of the large cheese importing countries of Europe, combined, possess.

In view of this doesn't it seem strange that we are importing ship loads of Roquefort, Swiss, Limburger, and a dozen other costly grades every year?

Not long ago I asked a big farmer who owned some of the finest pasture land in the country why this sorrowful condition continued to prevail. His reply was characteristic of many of his kind.

"I'm too busy raising wheat," he said. "I suppose it's that way with most of the other fellows, too."

Switzerland, which ranks with much greater nations in dairy produce, has an area of less than 16,000 square miles. The whole country is but a trifle larger than our smallest state, Rhode Island. But Switzerland has 21,000 dairies—institutions worthy the name—some 14,000 of which

make and market cheese at home and abroad. They don't have to worry over the high cost of meat in that tiny country, if they do get embarrassed when cheese and milk falls a few cents in price. Switzerland has fine pasturage, and Switzerland is too thrifty to let its pasture lie idle, or to try to raise wheat where a milch cow or a milch goat should graze.

We have a Switzerland in this country, a whole bunch of Switzerlands, Switzerlands to throw at the birds, if that impresses you more. We are not confronted with a problem of importing the proper grade of terra firma as was Napoleon. It is here right now, out west, back east, up north, and down south. One such section in particular is heralded broadcast in embossed literature by promotion committees in that locality as the Switzerland of America. It is the

scenery, not the pasture, that wins the section the name and the attention. The promotion committees are after settlers and tourists. Both are quickly profitable, but mostly for the merchants only. Cheese and milk have never yet occurred to these usually alert bodies. But let us be thankful that cheese and milk, and ice cream, too, have occurred to many far-seeing dairymen—men who are getting in on the ground floor, possibly with a view to lowering the record of our dairy-product imports in the future.

The pasture areas of the Pacific northwest and of southern Alaska are greatly similar to those of Switzerland. Here the winters are mild and the summers extremely cool. Much rain and little, if any, snow and ice keeps the grass profuse and green the year 'round, year in and out. Crop failures, natural or artificial, are unknown. To Oregon, Washington, British Columbia and southern Alaska, and, indeed, to the Aleutian islands, the whole country may some day look for relief from cheese imports and the high cost of meats, as well as a greater production of all manner of milk products.

Switzerland's exact prototype, her twin sister, is to be had in Jefferson county, Washington, through which runs the majestic Olympic range, greatly resembling the Swiss Alps, with its many mountain streams. It is this section that is being advertised to attract tourists. Here the valleys of virgin pasture, green 12 months in the year, are waiting to snatch the cheese championship from the holders across the Atlantic. The county itself is so big and transportation as yet so poor that a backwoodsman often has to travel for nearly a week to get to the county seat to pay his taxes.

In Jefferson county are two of the largest and best equipped dairies in the northwest. The Glendale Creamery Company of Chemicum, where the dairy is located, has an office in the county seat, and is owned by the leading and richest banking corporation in Portland. This same organization until lately owned and operated one of the largest dairies in Oregon, near Portland.

That there is money in the dairy business is shown by the results obtained by William Bishop, whose father before his death



The Harder you Hit'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.

**603 Pioneer Bldg.
MADISON, WISCONSIN**

B-K Representatives

Sold by all the big supply houses

Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.

J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.

A. H. Barber Creamery Supply Co., Chicago, Ill.

Ohio Creamery & Supply Company, Cincinnati, Ohio.

L. A. Watkins Mdse. Company, Denver, Colo.

Wanted—

To hear from every buttermaker who is asked to make good butter out of poor cream.

You want to find out about the B-K gas method of handling poor cream.

It will startle you.

You won't believe it at first but the better buttermaker you are the quicker you will see it when we explain it to you.

Write for information on B-K gas method of handling cream.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

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154 Reade Street, NEW YORK

BUTTER AND EGGS

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We Want to Do Business With You It Will Pay You to Trade With Us

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BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

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Warehouse: 209 W. South Water St.,
Long Distance Phone, Main 3184.

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WALLABOUT MARKET

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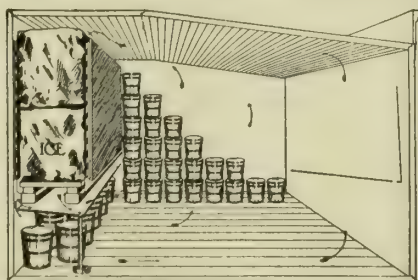
The Philadelphia Butter House

Direct from Creamery to Retailer

NORTHEY COOLERS

"The Cooler With the Hump" For Dairy Use

Floor in Our Cooling Room is Filled With Water Proof Cork. Buy Your Cooler in Sections—You May Wish to Move It Any Time.



Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints, Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue.

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
FOR SALE BY ALL DAIRY SUPPLY HOUSES

owned the Glendale. Mr. Bishop's place is not as large or as pretentious as many dairies in this country, but it has been a money maker from the start—and it was not wheat that made the money.

Mr. Bishop, once a state senator, keeps, including young stock, about 250 head of which fully 200 are registered Holsteins and the remainder high class grades. There are about 150 milch cows giving an average annual income of \$120. While the creamery is small, it nevertheless produces 45,000 pounds of butter and 40,000 pounds of cheese at a monthly cost of operation of only \$75. These figures do not, of course, include the hire of 12 ranch hands. The cheese and butter is marketed locally and in Seattle. Mr. Bishop is of the opinion that if all the farmers who are struggling to get rich on wheat off of pasture lands were to turn to milk and cheese, our imports would soon cease entirely and the farmers themselves would turn more profit over per year with a whole lot less energy.

The adjoining county of Clallam is Jefferson's rival for dairy honors, and the enterprising dairymen around Port Crescent say they never expect their common shipping center to become a great city, but they are willing to wager that before a guaranteed mechanical milking machine is on the market to work with the already guaranteed and successful cream separator, Port Crescent will be the shipping center for the finest dairy district in the United States. If that spirit were to become epidemic in all our dairy districts our imports would quickly drop off and the average family begin to show a saving in meat expenditures.

Across the strait of Juan de Fuca, in Island and San Juan counties—the only two counties in the country entirely surrounded by salt water—dairying is gradually becoming the leading industry. In Island county, which holds the world's wheat yield per acre, several hundred Hollanders recently settled with their wooden shoes and their cows, but minus the typical windmill. This prospering colony was not looking for scenery or wheat land. It recognized a young Switzerland and jumped frantically at the chance.

British Columbia, that vast empire which is bigger than a whole bunch of our northwestern states put together, promises to some day outshine all of Europe as a dairying district. British Columbia has the same fine soil, the same green plains and valleys, and the same warm rains that our western states enjoy. Already, showing a determination greatly lacking in our country, she is making a creditable showing against much older and more thickly settled localities in milk and cheese exports.

Southern Alaska and the Aleutian islands, the latter some day to be the last stand for

the big beef-cattle ranchers of the United States, are both adapted to dairying, the former more so than the latter.

Canned milk is rapidly gaining more popularity despite colicky babies and the prejudice of that small group of citizens who live not far from the old cow's teats. There are places in the world where cows do not thrive at all, places where they just cannot live, under present circumstances at least. To these places, not so few as you might imagine, milk must go in cans.

The United States is rather late breaking into the canned milk game, too. But it is better late than never, so the old saw goes. One of our biggest canned milk concerns early recognized in the northwest a coming dairy country, and showed its faith by establishing its headquarters and leading condenseries in or near Seattle, where Occidental rail meets Orient sail, and where, as this company says "the richest and finest milk is produced from contented cows that feed in the finest pastures and drink from streams fed by living springs."

This company has 14 condenseries in Washington, Oregon, Wisconsin (in which latter state the American Swiss cheese is made), and Illinois. This organization, continually striving for better things in canned milk and cream, just as the tobacco factories are worrying over such trifles as proper combustion in the lighted weed, boasts that it begins on the farm with the feeding and care of its cows to secure the high quality of milk which is evaporated into its well known brand.

A great many people seem of the opinion that canned milks are but a substitute for the real thing. The impression appears general that canned milk is not much better than chalk and water mixed and pleasingly flavored. Whereas, in canning milk nothing is taken from it but the water content, leaving only the creamy solids. Of course it will be difficult to believe that canned milk will ever reach the perfection the fresh product holds, but in countries where the fresh is not obtainable and where conditions in cow countries are against the sanitary vending of fresh milk the canned article is a boon, a real scientific achievement.

All the milk used in Panama and the Philippines, and practically all used in Porto Rico and Central America, is of the canned variety. It is the same with all tropical and some sub-tropical countries. The supply comes pretty much from everywhere—except, of course, from the United States.

For a number of years Switzerland, Germany, France and Holland, largely the former, filled the demand in the Philippines, a United States possession. What few big concerns there are in this country are now fighting, not for a share of this business, but for all of it. It means furnishing milk to 8,000,000 milk-hungry people. Just beyond the Philippines lies a domain where lives half of the entire population of the whole world. Manila is the door to that great section. This particular half of the world's population, or by far the larger part of it, is terribly short on milch cows. In past decades it has been our whim to sell only wheat and some other jim-cracks to the seething masses of humanity in the far east. Master builders have planned and schemed to get grain to them just as fast as the farmer schemed and planned to raise the grain—probably on good pasture land.

Of course the raising of wheat for export should not be stopped. It is profitable. It is not the purpose of this article to discourage wheat production. The world must have bread just as the world must have

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.



Wyandotte Dairyman's Cleaner and Cleanser is resulting in a greater saving to dairymen, milk dealers, buttermakers and cheesemakers than any other single discovery in dairy cleaning supplies since dairy cleanliness was first recognized as a necessity.

Bacteria and germs of uncleanness have been the cause of millions of dollars' worth of loss by destroying milk and by lowering the quality of butter and cheese. Imperfect cleaning, due to inefficient cleaners which only made things appear clean, has also caused untold losses. Harmful chemicals, the destroyers of utensils, have done as much to lessen the usefulness of utensils as the ordinary wear of every-day usage.

The sanitary, all-cleansing and harmless ingredients of Wyandotte Dairyman's Cleaner and Cleanser have put an end to these losses, and the thoroughness with which bacteria are removed from the utensils, and the safeness which milk and milk products enjoy in the presence of the Wyandotte Dairyman's Cleaner and Cleanser quality of cleanliness, insure the dairyman and factoryman of finished products capable of receiving those better prices which the market is always willing to pay.

Indian in Circle



In Every Package

All who use Wyandotte Dairyman's Cleaner and Cleanser and who are thoroughly familiar with its all-round efficiency as a dairy cleaner are perfectly satisfied that it is the most economical and the most serviceable material for their needs.

Ask your dealer or write your dairy supply house.

THE J. B. FORD CO., Sole Mfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

milk. But what sense is there in trading wheat for milk and cheese when milk, wheat and cheese thrive right here at home? Our imports show that we are doing this very thing, and the climbing cost of living shows that it is quite time to make a change. Especially is this true when we remember that we are blessed with unworked Switzerland of giant size and unequalled richness awaiting only the coming of the cows and the cans.

An Iowa Enthusiast

Herewith is a likeness of A. M. Hanson, of Thompson, Iowa, who was elected secretary of the recently organized Iowa River Buttermaker & Dairy Boosters' Association. An account of the organization of this association was given in the April 15th Creamery Journal.

A. M. Hanson started as a helper with the Union Creamery Company, of Emmons, Minn., in June, 1898, where he worked under O. A. Storvick for nearly three years.



A. M. Hanson.

After this he took a term of instruction at the dairy school at St. Anthony Park, Minn. Completing the course there, he was placed in charge of the Lake Mills creamery, where he worked as buttermaker for one year. Then he transferred to the Hartland Creamery at Northwood, Iowa, running this plant successfully for eight years. After resigning here he took a brief rest—to be exact, the rest was exactly three days. Then he went to the Clover Valley Creamery at Twin Lakes, Minn., and ran this plant for two and a half years. Mr. Hanson says that, although he was educated in Minnesota, for some reason or other after having worked down here in Iowa he didn't feel exactly at home up north so he decided to come back. He took charge of the Thompson, Iowa, creamery the first of July, 1913. During the 16 years that Mr. Hanson has been engaged in the creamery business there have only been three days when he did not have a creamery under his charge, and out of all this time he has had just two weeks vacation. So now, knowing as much of his history as we have briefly given you above, it is scarcely to be wondered that his associates should have picked him out as secretary of the Iowa River Buttermaker & Dairy Boosters Association.

The Underhill Creamery Company, of Elyria, Ohio, are erecting a one-story frame building.

Net Weight Law Again

City Sealer Bressler of Elkhart, Ind., has called the attention of the Nappanee Creamery Company to what he construes to be a violation of the rules of the state board of health and weights and measures laws. The sealer says the packages sent to Elkhart by the Nappanee company do not comply with the section requiring that the net weight in avoirdupois pounds or ounces shall be marked on the outside of packages in the form of prints, rolls or tubs, if such packages are to be offered for sale in any other way than by weight. He says the packages are being sold without weighing in Elkhart.

California Cheese

The comparatively low price for butter—low in comparison with what this product has been bringing of late—that is being received this spring on the west coast, the Pacific Dairy Review finds, is turning quite a good deal of attention to the production of cheese, particularly in California. The prospects are for a largely increased output of cheese this year. This publication adds a word of caution as follows: "The class of cheese that is commonly made in the state has only limited and local demand, and it will not require a whole lot more of it to supply the market. What the California cheese trade needs is more goods of high quality and that will keep well under storage, such as the cheddar stock that is imported from New York and Wisconsin. We will not be able to take care of very much more of the soggy, immature stuff that we have been in the habit of making."

Idaho Cheese Factory

The contract for the new cheese factory to be built in Meridian, Idaho, by the Boise Co-operative Creamery Company was awarded to Mangun & Son, of Boise, who submitted two bids, one being for a building with a wood and concrete floor, the other one for one with a complete concrete floor. Mangun & Son's bids in both instances were the lowest of the 11 bids submitted. Their bid for the factory with a wood and concrete floor was \$1,995, and for the one with the full concrete floor was \$2,125. The directors of the cheese factory decided on the \$2,125 bid. The contract calls for the completion of the building in 60 days, but the contractors say they expect to have it finished in 30 days. When completed, Meridian will have the distinction of having the first cheese factory in the Boise valley.

Sues For a Tub of Butter

According to press dispatches fromergus Falls, Minn., the New York Central Railway Company has begun an action in the United States court against the Farmers' Co-operative Creamery Company of Wendell. The complaint alleges that the creamery company shipped 18 tubs of butter to one New York City butter house and 18 tubs to another, and that, owing to a mistake, one of the companies received 19 tubs and the other only 17. It claims that the company receiving 19 tubs paid the creamery for the extra one, but that the company that was short put in a claim against the railway and compelled it to pay the value of the butter, which was \$22, and that the creamery company, although collecting from the other company declines to reimburse the railway company. It asks for the \$22 that it paid for the butter and \$300 additional to defray the cost of the suit.

About the National Convention

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

It's a little early perhaps to say anything about our coming National Creamery Buttermakers' Association convention, which, as announced, will be held at Mason City sometime in March next year.

However, in order that all may have a chance to offer suggestions with the view of helping the officers to pull off a really fine convention, I think perhaps it is well to start talking about it.

There was some talk of another fall meeting, but this was finally put aside for at least two reasons: First, there are so many conventions in the fall that it would be a mighty hard proposition to get a week that would not conflict in some way with some of the other meetings which are held regularly and at about the same time each year. If we did not conflict exactly with their dates, even if we came a little before or a little after, they would, no doubt, think that we would hurt their attendance. Second, we never did have a poor convention in the spring, and we kind of think perhaps we would be safe on a spring meeting on that account, although I cannot see but that we will have a big meeting when the time comes, as Mason City has promised that. They will take fine care of us, and from what she has done at other times there is no reason to doubt that she will. The location is surely fine for getting a large attendance of those that usually make up the bulk of the delegates at the national conventions. There ought to be 1,000 buttermakers and creamery managers in attendance, and, with the supply and other men that help to swell the crowd, we ought to have 1,500; and you all know that if we approach this amount we will have an old-time, rousing convention.

Mason City has pledged that there will be no hotel rate boosting, and they have promised a lot of things for our entertainment that will assure a good time, all of which will come out in due season.

The more I think about it the more I think it was wise to put the meeting off till spring, as we will have gotten over the fairs, conventions and short courses and will be in fine trim for the big round-up.

Another thing that will be helped by waiting: We all will have had an opportunity to exhibit at the fairs, conventions, etc., through the winter and should have gotten into pretty good trim to make the fight for the banner. I believe that the banner scrap is going to be the hottest next time that we have seen in a long time.

I believe that the 10 fellows who are to make the butter that is good enough to win that banner should have some special prize awarded to them.

Speaking of prizes, the officers are anxious to arrange them and the prize money so that they will reach a larger number than heretofore, and I am sure they would be glad for any suggestions along this line.

I think it is the intention to in some way, if possible, split up the prizes so that more of the boys will have a shot at them, and, although nothing definite has been done along this line so far as I know, I am sure that President Farrell has this in mind, and we might help by giving our views in the dairy press so that these things might be discussed and a really good plan adopted.

We ought to plan on breaking all records

at this Mason City meeting. As to the number of tubs of butter on exhibit, we surely ought to have over 1,000. This would be easily possible, if Minnesota, Wisconsin and Iowa sent in 300 each. The more each state sends the more chances will they have of securing those 10 high ones.

There seems to be a general understanding that something must be done at this

next convention in regard to the future conduct of the National Creamery Buttermakers' Association, and for that reason I think it a good thing that the convention is to be in the center of a large number of buttermakers, so they may be in attendance and help in deciding what should be the future of the organization's convention work.

The supreme court has upheld the right of the state of Montana to impose a tax of 1c a pound upon oleomargarine sold within the state. The Hammond Packing Company, selling Illinois oleomargarine in Silver Bow, Mont., attacked the law as arbitrary and unconstitutional.

Don't Worry

Don't worry about foreign butter. Raise your quality.

Step out of the undergrades into the extras.

Undergrades have not been so cheap in years. They promise to be cheaper.

Danish and Argentine butter is arriving in New York, New Zealand butter in San Francisco, Canadian butter all along the border.

Never before has quality butter meant so much to the creamerymen of this country.

"The fight this year is going to be for quality, and the Creamery that is not getting it had better shut up shop."—Chicago Dairy Produce.

Worcester Salt will help you in your fight for quality.

Its fine, even grains work in most easily, distribute most uniformly, dissolve most perfectly.

Its flavor is always perfect, Pure, Clean and Sweet.

The bitter flavors common to other brands of salt are completely eliminated by the Worcester method of manufacture, patented and used by us exclusively.

Remember always

*It Takes the
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Worcester Salt Company

Largest Producers of High Grade Salt in the World

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Offices in
Boston, Chicago, Philadelphia,
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Wholesale Dealers

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Always in need of fancy butter; prompt sales assured. Correspondence solicited.

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Perfection Brand Butter Color
HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City**THE MARKETS**
CHICAGO**Butter Market Very Dull—Prices May Go Lower—Quality Good.**

[By The Creamery Journal Staff Correspondent.]

Butter remains dull and easy in the local market. There is no use in attempting to make out that prices will rise to a higher level in the immediate future, for such will not be the case. If anything, the present condition of the market gives every indication that the price may slump to a still lower level.

Reports from the country creameries indicate that the make of butter this spring will be large, and in view of the present condition of the street, this will have the effect of still further hammering down prices.

One of the unfortunate things about the entire situation at the present time is that the butter which is coming to the market is for the most part of a superior character. It scores rather high than otherwise, is rich in butter-fat, and has an excellent body, according to the receivers. Such butter coming to the market three months ago would have found a ready market at a top price. This is not the condition today, however, and the market is in such a dead condition that even slashes in the price do not attract buyers into the market.

"I am at a loss to predict the future of the local butter market," said George E. Linn, prominent local distributor of "Holland Brand" butter. "So many things are entering into the present situation that it is not possible at this time to say what will happen. In view of the heavy receipts which are still coming and the general condition of the market, I do not look for an advance in the price in the near future."

The eastern markets have been low for the past two weeks and this is said by the more superficial dopesters to have had a depressing effect upon the local market. The writer, however, who is in close touch with the real situation, does not believe that the trade here pays a great deal of attention to what is going on in New York. Receivers of butter on South Water street are much more concerned with what is going on among the creameries of the producing states than they are with the con-

dition of the market in Gotham, which is, after all, only a reflection of the condition of the Chicago market, when it comes right down to facts.

Despite the present unattractive condition of the local market, there has been no serious congestion of butter, and the amount in the cellars at this moment is not large enough to cause any real anxiety on the part of the receivers, although they complain as a matter of course.

The trade has been sporadic during the past two weeks. Some days shipping to local points and to the east would be good and the market would advance 1@2c on the encouragement thus given. In every instance support has fallen away from the market when the prices rose. Of course, this has always resulted in a reaction, and the price has dropped back to the former level or below. Packing stock has remained steady, with the price hesitating between 16@17c, although on several occasions it fell to 15½c in a jobbing way.

Notes.

The Chicago Produce Trade and Credit Association held a regular meeting in the Rose Room of the Hotel Sherman last week. William Eden, of the Central Trust Company, made the principal address of the evening. More than 50 members of the local produce trade were present, and they gave close attention to the program and round applause at the end of each speech.

Mr. Eden chose as his subject "Good Roads." He took the viewpoint of the commission man in looking at the good roads proposition. Time and again during the course of his remarks he was interrupted by applause from his hearers.

"Commission men ought to be among the most enthusiastic supporters of the good roads movement," said Mr. Eden, "for it is money in their pockets to encourage work along this line. In the state of Illinois we have 93,000 miles of dirt roads which ought to be improved without delay. They are all right, most of them, under favorable weather conditions, but a little rain will soon make some of them impassable to the farmer with produce to haul to the market. You men know the result of delay in the handling of produce. It harms the quality and, of course, the price suffers. Take milk and cream, for instance. If they are not collected in a regular manner by the creameries the raw

material comes to have an old flavor which cannot be eliminated by the best methods of buttermaking. Good roads, which are open both summer and winter, under all sorts of weather conditions, would improve this situation. Now that foreign foodstuffs are coming into the market to compete with our home products it will be necessary to overlook no improvement in order to keep up with the pace. Good roads is one of the most important of the immediate improvements which is needed. Will you produce men pledge yourselves tonight to work in the future for good roads? You will have plenty of co-operation. One of the most peculiar phases of the good roads question is the fact that every person wants them and yet we don't get them. In this matter there must be nothing left to the other fellow. We must have individual action, and we must have it at once. The produce men should work hand in hand with the shippers and the farmers in this matter of securing good roads."

Will Wagner, who has charge of the plans for moving the commission house district and the establishment of a common railroad terminal, showed a number of blue prints connected with the plan, and made a few remarks. The work is progressing in a satisfactory manner, he said, although, of course, such a large proposition must move slowly.

Mr. Wagner was followed by W. B. Clore, of Crutchfield, Woolfolk & Clore, who showed a blue print of the commission house district in Pittsburgh, Pa., and made a few suggestions which will doubtless prove of assistance in the establishment of the new district in this city.

The live poultry men present wanted to know what special arrangements had been made by the committee for the handling of live poultry in the new railroad terminal. They were told that while this matter had been given consideration, it was considered as one of the minor details of the general plan, and would be given definite attention as soon as the larger features of the plan had been settled. It was agreed by the assembled produce men that there would be little difficulty in making such arrangements that each individual line of produce might be handled in the logical manner.

President Louis Lepman was authorized to appoint a "traffic committee," which is to arbitrate disputes and other matters between produce receivers and the railroads. New rates will be investigated and explained to receivers. The recent juggling of the Illinois proportional rates on eggs to this market has caused much bewilderment on the street. It is figured that the committee will cut out a large amount of this trouble. President Lepman will appoint the committee in the immediate future.

P. H. Kieffer, of Gude Brothers, Kieffer Company, New York, was a visitor in the city last week.

B. J. Howes, of Spencer, Howes & Co., was seen on the street last week. He says conditions in Detroit are satisfactory as conditions will allow.

J. H. Morley, of the Minnesota Co-operative Dairies Company, was shaking hands with his many friends on the street last week.

Albert Rohl, of the butter department of A. H. Barber & Co., has accepted a position with Lepman & Heggie.

Prof. H. G. Benkendorf and Prof. Carl Lee, of the Wisconsin dairy school, who are well known to many buttermakers, have returned home after a trip to the city.

John Morrissey, of Louis Mears & Co.,



L. A. Disbrow Churn and Worker

GUARANTEE

We guarantee every part against defects of workmanship or material. We guarantee that the L. A. Disbrow Combined Churn and Butter Worker will accomplish just what we claim for it. We guarantee that it will churn quickly, churn exhaustively and churn into even butter granules.

Light Running— Simple Construction— Less Noise

There's a constant "easing-up" on the load in an L. A. Disbrow Combined Churn and Butter Worker—due to the fact that the butter, while being worked, moves from the circumference of the churn toward the center.

This is absolutely a **light-running** churn. A 6-inch belt will run the largest size.

Simplicity of construction has been carried out to the last degree. Only three levers are required—all useless parts and gears have been done away with.

Features which make light running possible mean that this is as near a **noiseless** churn as one can be made.

Alignment is perfect—sprockets are standardized—best Diamond brand automobile chains are used—intermeshing gears are eliminated.

Read the **Guarantee** that goes with every L. A. Disbrow Combined Churn and Butter Worker.

All sizes will handle **more** than their rated capacities.

There are a score of other good points—**exclusive points**—about the L. A. Disbrow Churn.

Write today for complete description and prices, so we can tell you more about this wonderful maker of quality butter.

Minnetonka Company

Department A-5

Owatonna, Minn.

Boston was seen on the street last week.

The Golf Club of the Chicago Butter and Egg Board will hold a tournament on the links of the various country clubs near the city. Many of the alleged produce men are golf fiends in disguise, and the interest in the game is more than might be supposed. Some of the older commission men who have made their pile, look upon the game as a favorite means of getting necessary recreation. They are by no means the most proficient, however. Certain of the younger and more athletic of the produce men are there when it comes to proficiency. Horace I. Lepman was last year's winner of the cup which is given every year by the storage houses to the champion. If any winner can defeat all comers three years in succession he is allowed by the rules to retain the silver trophy "for keeps." Mr. Lepman is rounding into the necessary form to defend his laurels. Nominations of officers for the club for the coming year have been made by the nominating committee as follows: President, Charles A. Ford; vice president, John R. Tyler; secretary, Frank Collyer; treasurer, Frank J. L. Kolb; sergeant-at-arms, Jesse Lepman.

From all indications if a call for volunteers for the war is issued not a few of the local butter, poultry and egg men will answer. Flags have been unfurled on many of the buildings on South Water street, and the progress of the men in the sage brush country to the south is being watched with interest. A call for volunteers would without doubt claim more than the usual number of men drawn from a single industry.

J. B. Schemerhorn has moved into new quarters at 221 North Fifth avenue. The

building has five stories and a basement, and most of the space will be occupied by this progressive butter, egg and poultry firm. The change was made necessary owing to the increasing business of the company. The new location of the company is within easy distance of the central produce section of the city.

BOSTON.

Market Fairly Steady—Trade Moderate— Mexican War a New Factor.

[By The Creamery Journal Staff Correspondent.]

We have had a fairly steady butter market the past two weeks with a moderate trade. Receipts have not been so heavy as expected and holders of storage stock have had a chance to reduce the surplus considerably. This inspires the hope that accumulations will be pretty well cleared before the output of new increases to any great extent, and that the situation will steadily improve from now on. No special activity is expected, however, until the quality of the new arrivals improves, and buyers feel safe in putting some of it away. The quality of the new make so far has not been satisfactory and receivers and dealers are still anxious to keep it moving into channels of consumption as fast as possible. This naturally gives buyers the advantage, and country shippers must be satisfied with low returns for a while longer.

For a week past 25c has been the top selling price for most of the fresh western creamery arriving. Occasional fancy lots have taken a little higher range, but as a rule that is all that receivers could obtain for wholesale lots. Firsts have ranged 23@24c, and the quality has to be pretty

good to bring 24c at the close. Seconds and thirds have ruled slow at 19@22c. Renovated has been selling principally at 19½@20c. Ladles dull at 18c. No packing stock of any consequence offering. For the best storage creamery 23@24c has been the rate, and this kind is moving out fairly well, but firsts and seconds are slow at 19@22c.

For the present the situation may be called fairly satisfactory, but what the future will develop it is impossible to tell. The breaking out of hostilities between Mexico and our government is liable to work many changes in food products, but that will depend upon how long the troubles shall continue. This war was entirely unexpected, so far as business men were concerned, and they are now in doubt how it will affect trade. Complications may arise that will affect values in various ways, but operators must wait for further developments. The markets in all lines seem to be unaffected for the time being, but how long they will remain so remains to be seen. The consumptive demand for butter is running along in about the usual way, showing some increase, but if any speculative movement should set in, some advance in prices would naturally follow.

"I am not in a position to speak with any certainty of what effect this Mexican war will have on the butter market," responded a prominent dealer, "but so far as I can see it cannot lower prices. The withdrawal of so many men from their usual peaceful avocations and the feeding of an increased number of non-producers, will require large quantities of food products at various points on the border, must make a stir in the markets, but that is all that I have to say at present. I am an

Don't leave your butter exposed to dust, dirt and germs. Wrap it in Paterson Pioneer Parchment Paper—it will keep it sweet and fresh, and get you the top market price. Write for "Better Butter," a free book that shows dairymen the road to better profits.



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BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street

NEW YORK

References: Irving National Bank, N. Y.

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Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

anxious and interested looker-on, waiting for developments." This war cloud overshadows the question of foreign supplies and is worthy of close attention.

Now let us come down to facts and figures, leaving the war possibilities out of the question. Receipts of butter at Boston for the week ending April 25th, amount to 938,855 pounds, for the week previous the amount was 887,209 pounds, making a total for the past two weeks 1,826,064 pounds, showing a decrease for the previous two weeks of more than 260,000 pounds.

For the corresponding two weeks last year the receipts aggregated 2,227,481 pounds, an increase of 403,417 pounds, as compared with the past two weeks of this year. This falling off in current receipts is an important factor, and is a great help to holders of storage stock in working off their old butter.

The withdrawals from cold storage during past two weeks were 8,936 packages, against 5,142 packages same time last year, an increase for this year of 3,794 packages.

The stock of butter remaining in cold storage at Boston for week ending April 25, was 29,779 packages, against 8,540 packages same time last year, an increase for this year of 21,239 packages.

Our statistical situation on butter makes a better showing than two weeks ago. Receipts of current make have been less and withdrawals from storage increased, while the average consumption has been about same. If this ratio of receipts and withdrawals should continue two weeks longer it would place holders of old stock in a pretty safe position.

PHILADELPHIA.

Offerings Fairly Liberal—Buyers Interested in Fancy Goods—Foreign Butter Shows Good Quality.

[By The Creamery Journal Staff Correspondent.]

The market had about been holding its own, as the demands though only sufficient to satisfy the actual needs were enough to keep the supplies under good control, but at the opening of last week, April 21st, the offerings were fairly liberal and advices indicating good shipments in transit, receivers were inclined to be free sellers.

The Butter and Egg Board quoted creamery extra at 26c; extra firsts, 25c; firsts, 24c; and seconds, 22c, but the street prices were from ½@1c higher, as to quality. The outside figures were obtainable only for strictly fancy goods, at this quoted change, buyers showed a fair interest. Considerable of the higher grades changed hands, and firsts on this basis sold moderately well but with seconds the movement was very slow and the bulk of the transactions was at 19@21c. On Tuesday, however, with supplies a little in excess of what was anticipated a weakness began to show itself in the market and price on the fresh creamery grades generally were shaded ½c. Under these conditions greater pressure was exacted to sell, as with the nearness of the close of the hay butter period, the most of the stock lacking its keeping qualities, receivers see the necessity of effecting a clearance. Ladles had some inquiry and are steadily held at 17@18c. Packing stock of the kind is plentiful, but the kind has been generally too poor to satisfy the packers and is dull at 15@16c.

Some interest has been manifested in storage butter. The light arrivals strengthening the view of holders, the general range of prices is from 19@22c, but some really fine goods sold as high as 23c.

A prominent butter house here is a large

receiver of New Zealand butter, and its quality is as good as any American butter coming forward. It pleases the consumer and is going out to some of the best trade. This country is certainly making and shipping a fine article and as it can be placed on this market in a condition that it will compete with our best makes.

We note that many of the creamerymen and buttermakers throughout the west are awakening to the fact that they must make better butter before the storage period, May and June, for they are getting samples of butter of Denmark, Siberia, New Zealand and other countries that compete for American trade.

NEW YORK.

Butter Outlook Not Promising—Low prices But No Free Trading.

[By The Creamery Journal Staff Correspondent.]

The butter market is in no better shape than it was two weeks ago and the outlook is no more promising. Despite the fact that a year ago at this time extras were 33c compared with 25@25½c now, there is not the free trading which the lower price should naturally create. In fact practically all of the butter receivers say that there has been no snap and life to their trade since the closing days of October when the market took a little spurt upwards. Ever since then buyers have held back and while at times they have bought freely, the old time activity has been absent and particularly during the last few weeks when purchases have been made they have been in small lots, jobbers and buyers evidently believing that it is unsafe to load up too much when the tendency of the market has been downward.

Despite the dull trading and unfavorable year which this has been for operators in held butter, many believe that the market will not go much if any below its present level when the flush is on and that Junes into the coolers will cost 24@25c this season, if not more. Last year eggs made money, but despite this everybody was cautious at the beginning of the season and while this is apt to be the case in butter, still the competition for fine Junes is always so keen that the butter market is apt to act as a parallel to the egg deal this spring with final storage prices higher than dealers would like to see. The butter loss, however, which has been heavy, particularly in the west, will act as a damper on enthusiasm there and it is usually the west which is responsible for creating high prices.

The heavy holdings of held butter will also tend towards creating lower prices for this year's storage pack as the disposition of the remaining block of this butter is still a serious problem. Most all operators are doing everything they possibly can to clean up their holdings at any market price. Goods which cost 31c or better are being offered at almost any figure, and even in the face of this desire to sell it is not an easy matter to dispose of stock. Many houses are working for the account of western owners of held butter and samples of various grades are being offered freely. Held butter as a whole is unsatisfactory and the losses which are being sustained in the marketing of it now are immense. There is only another month in which this stock can be marketed unless it is carried over to next season, and many owners prefer to stand a heavy loss now so as to close their 1913-1914 business and forget it. Owing to the cold storage law of New York, the held butter now in the cold storages will

either have to be marketed before the end of the month or removed to another state for storage as the maximum storage period in New York is 12 months. Although the cream of the holdings has been picked over, there is still a fair sized block of fancy Junes left. These are not giving as much worryment as the undergrades, which, ever since last fall have dragged in a lifeless way. There are plenty of fresh undergrades which buyers prefer and held stock in order to interest prospective buyers must be put at a low figure.

Receipts last week were a little lighter, but ample for all requirements. The total arrivals were 42,851 packages against 45,542 for the week preceding. The butter year since May 1st is about 100,000 packages ahead of the same season last year as up to Saturday the total arrivals in New York were 2,503,233 packages. Average lines of butter are a little disappointing as to quality. This is generally the case at this season and not any more marked than common. There has been plenty of rain all over the west and a little warm weather will bring out the pastures in good shape so that cows will soon be producing a much better, as well as a larger, flow of milk.

The flavor of average lines of butter is rather indifferent. The supply of high scoring butter is limited and such stock is held up fairly well so that in place of the frequent fluctuations of 10 days ago, the market kept at an even keel almost all of last week when it was possible to buy good butter at 25c, although the higher scoring lots were quoted as high as 25½c. The condition of the American market makes it impossible to import foreign butter and there have been no arrivals of any consequence during the past week. The total arrivals since September 1st were 36,737 packages. The last of the European butter which is on the market now as well as that from other foreign sections, is showing considerable loss and there is no incentive considering the outlook of contracting for future deliveries.

Packing stock is in better demand and is 2c higher than a week ago. The supply has been light and as most of the held has been used, the ladlers are in the market for fresh. Ladles have sold a little better and are unchanged as to price. There has been little activity in the process line, but this grade had held its own pretty well although trading has been light. Process makers have had heavy losses because of the high priced June packing stock which they carried over rather than to make up and sell at present prices.

Iowa River Buttermakers

As this issue of the Creamery Journal is going to press there is being held at the Victoria Hotel at Garner, Iowa, the first regular meeting of the Iowa River Buttermakers and Dairy Boosters Association. This is the association of buttermakers that was organized at Garner a few weeks back and report of which was printed in the April 15th issue of this paper.

The address of welcome will be made by F. E. Blackstone, the mayor of Garner, and the response to him by C. R. Conway, president of the Iowa River Buttermakers and Dairy Boosters Association. There will be an address by T. A. Clark, the assistant dairy commissioner. H. D. Reynolds, of Mason City, will speak on: "The Influence of Foreign Butter on Our Market." A paper will be read by Guy Thomas, of Clear Lake, Iowa, on "Painting and Sanitary Conditions in and about the Creamery," and an address made by S. B. Nichols, of Mason City.

There will be a rather unique buttermakers' contest. A gold mounted fountain pen will be given to the buttermaker preparing the best paper, not to exceed 500 words, on "How to Get the Best Raw Material to Produce a First Class Article of Butter." The papers are to be read before the meeting. A committee of three will be selected to act as judges and to award the prize. All papers are to be mailed to the president of the association or handed in at the day of the meeting. They are not to be signed. Each paper will be numbered, and the name of the author and number of the paper will be on record with the president of the association.

Arrangements have also been made for a display of foreign butter at this meeting,

the plan being to test it and compare it with our own make. All buttermakers are urged to bring at least a 5-pound jar of butter to be scored at this meeting.

The president is C. R. Conway of Garner, the vice-president, H. G. Thompson, of Buffalo Center, and the secretary and treasurer, A. M. Hanson of Thompson.

The branch of the Tulare Co-operative Creamery in Corcoran county, California, has been taken over by dairymen in that vicinity. They also expect to consolidate it with Lake View Creamery.

The co-operative creamery to be known as the Somerset Dairying Association at Madison, Me., is now in operation.



SPRING'S HERE

The season is almost here when we will be making full-grass butter, the butter that carries the rich, creamy, delicious flavor of the new grass. It makes a fellow eat twice as much and want more.

Remember that it needs a pure salt to develop that flavor to its full perfection—pure, clean-tasting salt makes sweet-flavored butter. A salt rank and harsh with impurities kills off the delicate flavor.

Storage Butter

Don't forget that it is also the season when the make is large and much butter goes into storage, and on that storage butter your reputation as a buttermaker depends. You may feel that because there is a good demand you can get away with using any salt. You can't afford to have the buyer who thinks he is holding Western Extras discover that he is holding the sack, because the buttermaker used an inferior salt and his goods came out with all the bad flavors known to butter.

With the advent of foreign butter it becomes necessary that you do your level best, Mr. Buttermaker. The trifling extra cost of Diamond Crystal over the most ordinary salt is cheap insurance, not only in storage butter, but for every day's make.

Diamond Crystal Salt Co.
ST. CLAIR, MICH.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
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E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, MAY 1, 1914

STATEMENT of the ownership, management, circulation, etc., of The Creamery Journal, published semi-monthly, at Waterloo, Iowa, required by the Act of August 24, 1912. Editor, E. T. Sadler; business manager, E. R. Shoemaker, Waterloo, Iowa; publishers, Fred L. Kimball Co., Waterloo, Iowa. Stockholders: E. R. Shoemaker, John Andrews, Hugh G. Van Pelt, H. E. Colby, E. S. Estel, M. H. Kimball, Waterloo, Iowa; Elmer E. Taylor, Traer, Iowa; I. C. Tabor, Corpus Christi, Texas—E. R. Shoemaker, Manager.

Subscribed and sworn to before me this 30th day of September, 1913. Guyda M. Larsen, Notary Public. (My commission expires July 4, 1915.)

There is no doubt that the quality of cream is materially impaired between the farm and the churn by holding without being cooled or by being allowed to warm up after cooling. The ordinary milk can has no insulating qualities and is no protection whatever from summer heat or the hot rays of the sun. So it would seem that the new refrigerator can recently put on the market should prove of great value to the creamery industry. Think what it would mean to have cream put in a can at 40 or 45 degrees and delivered to the creamery from 8 to 24 hours later at 50 or 55. Not much deterioration would take place. Cream in these cans is claimed to be thoroughly protected from the ordinary abuse in shipping. Such carriers are just as important to the local creamery as to the centralizers. The cost of these cans, of course, is greater than that of the average can, but, compared with the saving in quality, it cannot be considered. The refrigerator can is another club to successfully fight foreign competition. Give our American buttermakers a good grade of cream and they will put foreign butter off the American market.

There is no rest for the dairyman. In New York state a bill was passed requiring all employers to grant 24 hours' continuous rest in seven days. Then some one thought of the "enormous profits" made by milk companies, creameries and milk condensaries and didn't like to see them get any rest, so put through an amendment exempting dairymen. At first thought the original bill would be a hardship on the large milk plants and creameries, but we believe some sort of shift could be provided to allow employees a little rest. We believe men will do better and more efficient work six days a week than they will working seven days. Sunday work in dairies and creameries is a serious problem, and probably no way will ever be voluntarily provided to allow employees a day's rest a week. Dairy products are perishable and consumed every day in the year. Therefore, some one has to be "on the job" to handle them, but managers who plan their work, allowing employees a day's rest a week, get greater efficiency per man, and greater efficiency means more profits.



May Rilma, a Guernsey cow owned by the Chesterbrook Farm, of Pennsylvania, just finished a record of 19,639.5 pounds of milk containing 1,059.59 pounds of butter-fat. This is the world's record for any cow of any breed, and should be an encouragement to cow owners as a means of overcoming the present low price for fat. As it looks now, the wise thing for dairymen to do is to get busy and weed out any and all mature cows which do not produce at least 400 pounds of butter-fat per year. This isn't an unreasonable thing to do—in fact, it is the only thing to do to make any money. Keeping cows as a sideline is neither pleasurable nor profitable. The Babcock tester, intelligent feeding, paper and pencil and the butcher are the only things necessary to milk 400-pound profitable cows instead of 150-pound losers. The buttermaker and creamery manager are doing altogether too little to encourage and help the farmer in this weeding out uplift.



The gasoline engine for creamery power is no longer an experiment. We have yet to hear of a single case where the gasoline engine was installed and did not prove a success. And yet many creameries cling to the old steam engine and burn up dollars where they should be burning up cents instead. Reducing operating expense is another important factor in meeting foreign competition. Operating efficiency has been preached for years, but, now that the wolf is really "in the flock," perhaps the sermons will be effective.



The grass is growing so fast these days that the cows can scarcely hear the familiar "coo, boss" at sunset. If what they say at the corner grocery is true, all milk is now thoroughly "pasteurized."



Remember that oftentimes \$15 worth of sawdust will save \$50 worth of ice. Is your ice properly covered?

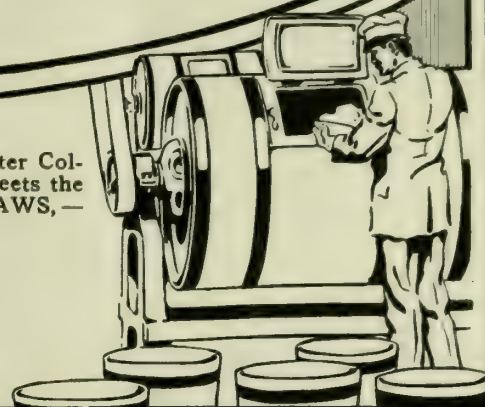
Color—Real Golden Color—the Color that Dandelion Brand Butter Color

imparts is what makes the difference between just ordinary
butter prices and fancy butter prices.

We guarantee that Dandelion Brand Butter Color
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STATE AND NATIONAL.

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Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Soliciting Patronage

Commercial concerns realize the necessity of securing new business. They understand that the overhead or running expenses can be proportionately lessened if the business is increased in volume. Experience has taught them that they must attract the attention of the buyer, and they spend thousands of dollars annually in advertising their business and in placing traveling salesmen in the field. If such business methods were not proving profitable they would be discontinued, but we see greater expenditure along this line each successive year. This serves to prove that time and money spent toward the enlarging of a business are economic expenditures.

The operation of a creamery is a business enterprise, and the above principle holds true with it as with any other. Many creamery managers cannot see the advisability of meeting and conversing with farmers of their community. They consider the money expended in securing a team and the time used in driving about the country as good as wasted. It is they who are building neither for the present nor for the future. There would be no progress were the world made up of that class of individuals. Farmers may patronize the creamery to some extent without being solicited, but large numbers who would be very desirable patrons are waiting to be informed as to the condition of the creamery before they will patronize it. The increased patronage that can be secured by an enterprising man in the course of a single day is indeed surprising. Generally it will pay a creamery to secure teams, whether or not they can be obtained free of charge, in order that a considerable amount of active work among the patrons may be done.

This is the time of the year when the best results can be obtained from a systematic soliciting of patronage. Spring cows are freshening and fresh pastures will soon be available for grazing; more farm butter is on the local markets than has been during the winter, thus making the price of such butter lower; and town customers can secure creamery butter at a lower price than during the winter months, which means that many farmers must seek new avenues for the disposal of their farm-made butter. These are good arguments for the creameryman, and will assist him to get good results from soliciting. Familiarity with farm conditions and heart to heart talks with the farmer will be of mutual advantage to both creameryman and patron.

If you have not filled out the annual report blank sent you, kindly do so at once, as the Dairy Division would like to make the compilation at an early date. If you have not received a blank we will send you one if you wish it.—Dairy Division, United States Department of Agriculture.

Progress in Colorado

There is a rainbow of promise in the sky for the producer of milk and cream in Colorado. The industry of dairying, although comparatively new in the state, is rapidly assuming such proportions that it is crowding mining and agriculture for a place at the top of the list of wealth-producing industries.

In 1899, the figures of the United States census put the values of Colorado's dairy products at \$599,000. A conservative estimate places the value of those same products in the state at the close of 1913 at \$7,680,000; the value of the milch cows at \$10,000,000. And yet the dairymen of the

state say that with 100 per cent increase in the industry it would not be crowded.

Today practically all of the sweet milk and cream used by Colorado consumers is produced in the state, but at least 70 per cent of the cream used for butter is shipped in from nearby states, and the cheese industry, although it has grown considerably during the past year, is still a small factor in the state's manufactures.

An important step in advance made by dairymen of the state is the higher standard which has been set as to the grade of the cows. Many smaller dairies throughout the state have added several head of pure-bred stock each in the past few years, realizing that the finer the animal is bred in dairy lines the greater will be its producing power. In addition Colorado boasts of a number of very fine pure-bred herds. Each year the number of full-blood dairy stock in Colorado increases. One dealer alone imported a trainload of pure-bred stock, mostly milch cows, last year, which were valued at \$340,000, and in the Loveland district 800 cows were shipped in during the year.

Two condenseries are operating in Colorado. The Colorado Condensed Milk Company is located at Fort Lupton and also has a branch operating at Johnstown. Each branch of the condensery consumes all the milk produced by 3,000 cows in and about the neighborhood, and there is a demand for more milk.

A new condensery has been opened by the Helvetia Company at Lamar, and it is estimated that as soon as the company is in good running order almost the entire product of 8,000 cows can be handled.

With more than 7,000 dairies in the state and about 150 creameries, a rapid development is looked for in 1914.

John J. MacDonald

13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty || **43 Years' Experience**

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I.
Swift, Mgr.
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ment. For-
merly with
Stephen
Underhill

ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western
Representative,
F. A.
Salisbury,
Vinton,
Iowa

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

The Grading of Cream

Since the advent of the hand separator there has been a great decline in the quality of cream received at creameries. As a result a large percentage of the butter on the markets today is of very inferior quality and must be sold at a low price, causing an annual loss of many millions of dollars. Unless something can be done to remedy this condition, the dairy industry will eventually be materially injured.

The creamery patron is usually held responsible for delivering poor cream, but the creamery management is in part to blame. While the buttermaker cannot make the finest quality butter from poor cream, he can use his influence in procuring a better cream. Many creamery operators have endeavored to show their patrons how to produce better cream, but only occasionally have marked results followed. In the majority of creameries there has been no incentive for the farmer to deliver good cream, as the price he received was the same for sour, stale and putrid cream as for perfectly sweet cream. In some localities, however, creameries are aware of the pecuniary loss occasioned by this practice and many have arranged to pay for cream according to quality. In the majority of cases where this plan has been tried the quality of the cream has been improved. A better grade of butter has been made, and the farmer has received a higher price for his cream than under the old system. So long as the farmer can receive for his sour cream fully as good a price as can his neighbor for sweet cream he is going to make little effort to better his product, but a higher price for cream of good quality is a great stimulus to improve both the quality and quantity of his output.

The Dairy Division advises that cream be purchased at creameries according to quality and suggests the following as a basis for grading:

Cream should be classified into two grades, No. 1 and No. 2. No. 1 cream must be sweet, not containing over .27 per cent of acid, with no undesirable flavors, and for it a premium of from 1c to 3c per pound of butter-fat should be paid. No. 2 cream may be sour, but must not contain unde-

sirable flavors, and for this a straight price based on market quotations should be paid. All cream not coming up to this standard should be rejected.

While slight modifications of these suggestions may be necessary in certain instances, if some such rule is diligently practiced improvement is sure to follow.—Dairy Division, United States Department of Agriculture.

Then and Now

"I recently looked over an old program of the third annual meeting of this association, which was held in Elgin 37 years ago," said J. P. Mason, president of the Illinois State Dairymen's Association. "The topics discussed then were largely on the manufacture of butter and cheese, which represented the dairy industry at that time through the Fox River valley. There was one condensing factory in Elgin that bought a limited amount of milk, the only one then in the state. My subject on the program—the first one I ever participated in—was, 'Which is the More Profitable, the Manufacture of Butter or Cheese, or both?' And of the 25 or 30 men who took part in that meeting I am the only one left. I have been engaged in the dairy business ever since, doing my share of the work, and sometimes more. My faith in the possibilities of dairying has never failed, and from that day until this the cry has gone up that the dairy business would be overdone; still the demand for milk never was so sharp, the competition keener, and the price higher than this past year. Those creameries and cheese factories have all disappeared and the milk is being absorbed by condensories and bottling plants and the Chicago market, which takes 35,000 8-gallon cans of milk daily; also, the consumption of ice cream has doubled in the last three years. In former years we all ran summer dairies and had to contend against heat, drought and flies. Now the bulk of this milk is made in the winter season; having the cows freshen in September or October they will milk a longer period, milk steadier and give a larger flow, help is more plentiful and you have more time to look after your dairy. With the

silos and alfalfa you have the balanced ration throughout the year, or feed equal to your June pasture. You are producing milk when it is the highest price, hence the greater profit."

A Successful Creamery

The Skowhegan (Maine) Jersey Creamery, it is shown by its last year's report, did an annual business of \$100,000. From a small beginning on February 13, 1884, with 13 farmers, when cream was measured by the inch in the can, this business has reached the above great growth. There are now 300 patrons, and the increased business last year was about \$16,000. The creamery in that section is given credit for a number of interesting developments. For instance, one man who has been a prominent horse breeder practically all his life, has lately become a leading patron of the creamery, and 25 other men this past year have swung over to dairying. There is a marked tendency, through the influence of the creamery, towards the raising of better dairy stock. Many of the farmers are getting into their herds pure breds in the female line, and a large number of them have pure-bred sires. The cows supplying cream to this plant are largely of Jersey and Guernsey breeds. At the present time a number of farmers in that neighborhood are also becoming interested in Ayrshires and Holsteins. The creamery has 18 different routes covering a radius of 10 miles. The farmers in that neighborhood are reported as more prosperous than ever before and are giving credit to the creamery for its share of this prosperity.

A Merchant's View

Hunter, Walton & Co., the butter and cheese merchants of New York, say: "The average price of butter on the New York market for the four months, January, February, March and April, this year, was 28¾c. For the same period last year the average price was 35¾c. Continuing this comparison in terms of dollars and cents, the receipts of butter at New York for this period of four months were sold for \$3,000,000 less than last year. The imports of butter have probably had something to do with bringing this condition about—but we are inclined to think that the generally poor business conditions prevailing throughout our land, and in this locality especially, may have been the real cause. The question that now presents itself is: How about the immediate future? We don't know. It is too much for us. Your guess is as good as ours. We do not think there will be much butter imported this spring and summer. The duty of 2½c a pound will keep it out as long as our American markets maintain fairly reasonable prices. And it is likely the mere possibility of importing butter will keep the American markets below the price that would make importations profitable or safe. So the reduction in the tariff on butter from 6c a pound down to 2½c seems to have the remarkable possibility of keeping the prices of butter down, even though no butter is actually imported."

John B. Newman of Elgin, Ill., is authority for the statement that last year 2,000,000,000 gallons of milk were used for ice cream and over 1,000,000,000 gallons for canned milk products. He suggested that this is a branch of the dairy business that has come on in the last few years that needs to be taken care of and that will help to make dairying continually prosperous.

That "Quality" Situation

Quality is the Watchword, from the East to the West

The Creamery Journals, from the Pacific to the Atlantic, are unanimous in their declaration that, from henceforth, Quality is the paramount necessity in the Creamery Business.

What with the Tariff Revision and the imports of Foreign Butter, the verdict is that American butter must be largely improved in Quality in order to render profitable the making of butter.



And "Quality" includes not only the method of manufacture, but Appearance of package.

"Appearance" is scored up to five points in judging a shipment on "Quality." A loss of even a fraction of a point on "Style" is as bad as a similar loss on Flavor, Body, Color or Salt.

A shipment of butter grading as Extras, 93 points barely, that is cut even $\frac{1}{4}$ of one point on Style—by reason of unattractive Package, pulls that shipment down into a lower class.

The buyers and users of Schmidt Bros. Tubs know this—and they know the value—in a money way, of shipping their butter in tubs, which will present it at market in such shape that outwardly as well as inwardly the appearance is that of High Quality Butter.

"Follow the Leaders"—It's sound business policy

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.

Dairying at the Panama Exposition

THE INDUSTRY TO BE WELL REPRESENTED

The dairy industry in its numerous ramifications will play a conspicuous part in the Panama-Pacific International Exposition when its gates are thrown open to the world in San Francisco next spring. To some people, and especially to those who have shown a personal interest, it may have looked recently as though this great industry was to be slighted, but confidence that this would not be the case has not deserted those who have been working to the end that the industry would be given a showing at the big exposition commensurate with its importance. We are pleased to be able to report that the final plans for a big dairy exhibit have been completed and the architect's plans for the building in and about which the dairy features will center are completed. It will be the largest building given over exclusively to dairy exhibition purposes of any exposition in the world's history and thus again the big show at San Francisco in 1915 will set a new mark, according to the Pacific Dairy Review.

But there is something still more striking to relate about this dairy feature at the 1915 show. The exhibit will be largely voluntary on the part of those who are going to make it a success. In practically every other branch of industry the exposition management is taking care of their interests so far as providing facilities is concerned. The dairy exhibit will be inaugurated and taken care of by those identified

with the industry and those who cater to its needs. A little history in this connection is in order.

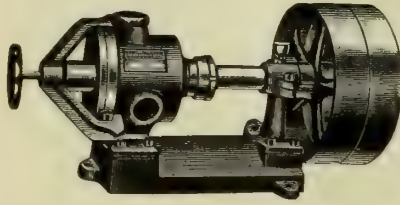
No sooner was the great fight settled in congress, which gave to San Francisco and the Pacific coast the honor of fittingly celebrating the completion of the greatest single human mechanical achievement—the construction of the Panama canal—than the leaders in things that work for the welfare of the dairy industry realized the importance of a dairy exhibit that would not only reflect credit upon the industry, but that would also turn the eyes of the rest of the world to California as a state not given over altogether to tree and vine, but a section with a diversified agriculture in which the dairy cow holds a conspicuous place. At the annual convention of the California Creamery Operators' Association back in 1911 this idea was presented and it resulted in a committee being appointed to confer with the exposition management to the end that the dairy industry would have a creditable representation. At each convention since 1911 this matter has been agitated, but with tardy results. It was later joined by committees with the same end in view appointed by the California Dairy Association and the California Managers' Association and the efforts kept up, but it seemed next to impossible to impress the importance of a collective dairy exhibit upon the general management of the exposition and well intended resolutions and sug-

gestions found resting places in official "pigeon holes."

But in due time there appeared upon the scene D. O. Lively. A little over a year ago he was appointed chief of the department of live stock. In him at once the committees found a means of reaching the exposition heads, for Chief Lively was not slow to realize that without a showing in the dairy line the live stock feature must also suffer. But, unfortunately, as it seemed at the time, he was told that funds for a separate dairy building were not available. This, however, did not deter a man who has made a reputation for pushing ahead and building up public attractions, expositions and so forth. He called on the committees to meet him and put to them this question: "Why can't the dairy interests and those interests that cater to their needs in the way of equipment and appliances finance the building of their own pavilion?" The approximate cost was outlined, its probable location pointed out and the fact that those attending the exposition and who are interested in the various phases of the dairy industry might see a collective dairy exhibit rather than to have the various exhibitors scattered throughout the different exposition places, was explained. The committees said: "It can be done."

The building will occupy a ground space in what will be one of the best locations on the exposition grounds. Its dimensions will be 67 by 160 feet. In it will be housed the various exhibits of dairy appliances and equipment, dairy demonstrations, exhibits of different kinds, model creameries, cheese factories and milk plants, dairy products, storage facilities, dairymen's headquarters

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The BLACKMER
ROTARY CREAMERY PUMP

It handles all liquids, thick, thin, hot or cold and gives good satisfaction.

The Sanitary Pumps have capacity of 8,160, 15,300, 40,800 pounds per hour and have a positive suction lift.

Write your jobber today for a trial.

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PETOSKEY, MICHIGAN

and so on. This building will cost approximately \$40,000, a portion of which will be raised by a nominal rate charged on floor space. Already we are told that much of the space is being assigned to large exhibitors who applied for space in the "dairy building" two years ago.

The movement for this building and its successful culmination reflects credit upon the persistence and energy of Chief Lively and his assistants through the co-operation of the Federated Dairy Associations, the style under which the three California dairy organizations referred to above are handling the enterprise. The dairy building and its exhibits, however, are to be by no means the limit of what is to be accomplished in "dairy row." Indeed, it's going to be the greatest dairy show ever, and from now on we shall have more to relate about the details, suffice it to say now that Chief Lively assures us that his plan for a model dairy herd comprised of representative cows from the leading dairy breeds will be run throughout the period of the exposition. It will be a cow show such as no other exposition has ever before attempted, and may possibly include some of the bovine celebrities whose names are familiar to every progressive dairyman in the country. Dairy conventions—state, national and international—constitute another problem with which Chief Lively is dealing at the present time.

Illinois April Scoring

The April scoring exhibition for Illinois buttermakers was held at the College of Agriculture, Urbana, Ill., April 24th. There were 13 entries and some of these showed high quality.

Ferdinand Grimm, of Savanna, received the highest score, 93.3. Hand separator cream only was used in the manufacture of this butter. The cream was pasteurized at a temperature of 145 degrees Fahrenheit and a natural starter was used in ripening. The method blank data for this butter and the analysis illustrate a common salting error. The dry salting method was used and 9 pounds of salt were added per 100 pounds of fat. Allowing 30 per cent of this for loss, this rate of salting should give 4.9 per cent of salt in the finished product; yet the analysis of this butter shows that it

contained 1 per cent of salt. There was sufficient moisture in this butter to dissolve 3.2 per cent of salt.

The point of error is in draining the churn, and unless the buttermakers drain off the free water after washing the butter they need not expect to salt economically or to secure the proper amount of salt. The writer has found it possible to dry salt and get a low loss of 7 per cent of the salt, or, in other words, to incorporate into the butter 93 per cent of the salt added. With wet salting the user expects a high percentage loss in the brine. In dry salting 5.3 pounds of salt per 100 pounds of fat allows for a normal loss, and, figuring a 20 per cent overrun, the butter will contain from 3.5 to 3.7 per cent of salt. The reduced loss in dry salting is dependent upon the draining of the churn. The size of the churning, although a factor causing the loss to vary, is of secondary importance.

A. J. Spohn, of Morrison, received the second highest score of 93. Nothing but hand separator cream was churned. This cream was pasteurized at 160 degrees Fahrenheit for 40 minutes; 32 per cent of commercial starter was added. The flavor of this butter was clean and quick.

The average moisture content of all the butter was 13.61; fat, 83.09; salt, 2.31; and curd, .99. The highest moisture was 15.81 and the lowest 11.54.

The grass flavor was evident in several tubs of butter, and the changing conditions are responsible for the weakness in body not corrected by a change in methods.

The butter was scored by F. A. Jorgensen, H. A. Ruehe, and L. R. Lang.

The next scoring contest will be held at the college on May 22d.—L. R. Lang, in charge of scoring contest, University of Illinois, Department of Dairy Husbandry, Division of Dairy Manufactures.

Since April 25th, according to the announcement of E. E. Overpeck, eastern dairy agent, the Merchants Despatch Dairy Line offices in New York City have been located in Room 1401 Woolworth building, 233 Broadway.

A creamery has been established in Washington, Ind. The plant will be devoted solely to the manufacture of butter.

Ice Cream and Butter, Too

The National Commission on Milk Standards, organized several years ago by the New York Milk Committee, and which drew up a code of rules and regulations governing the sale of market milk, is now turning its attention to the regulation of butter and ice cream. The commission held meetings in the New York Academy of Medicine recently and adopted recommendations for the regulation of these two products.

The committee, which considered the fixing of ice cream standards, reported that none should be manufactured from anything but grade A or grade B milk or cream and the ingredients of all ice cream should be pasteurized, or boiled, after their final mixture.

It further recommended the division of all ice cream into three grades, grade A, not to contain more than 100,000 bacteria a cubic centimeter when sold; grade B, not more than 500,000, and grade C, not more than 5,000,000. The national commission accepted the report of the committee, agreeing that ice cream should be graded in the manner indicated.

The sub-committee which had butter under consideration recommended that it be made of nothing but pasteurized cream, and that it be graded according to the sanitary character of this cream and the methods employed in its manufacture. The first recommendation was adopted, but the question of grading was put over for later consideration.

Believe in Organization

That the Minnesota creameries and dairy farmers must co-operate to produce a better quality of butter that will bring highest prices was the conclusion reached at the recent meeting of the Morrison County Creameries' Association held at Little Falls, Minn.

Mr. Currier, president of the Minnesota Co-operative Creameries' Association, explained that the greatest trouble with creameries was poor quality and that when all creameries once co-operate together in the grading of cream, having special cream days, and using the acidity test, then only could better quality be best obtained. He cited instances of creameries going to the wall because they did not grade their cream. He showed that no buttermaker living (or dead) could make good butter from poor cream and pointed out that there has been as high as 9½c a pound difference between the highest and lowest grades of butter this year. He strongly advised keeping up the county meetings. At this meeting it was decided to continue the Morrison County Creameries' Association, and make a special effort to increase its membership.

Important Appointment

The many friends of Chas. E. Inman will be pleased to note that he has been appointed general sales manager of the Dairy Machinery & Construction Company, Inc., of Derby, Conn., which is a large dairy machine manufacturing concern. Mr. Inman was formerly manager of the American Creamery Machinery Company, and later manager of the dairy department for the United Iron Works, of Oakland, Cal.

D. E. Doner, who was formerly located at Seward, Neb., has been operating the new creamery at Fullerton, Neb., since April 4th. This plant manufactures butter and ice cream, and in addition, buys poultry and eggs. It was erected by the Hastings Industrial Company.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

We will soon be getting more cream, the warm weather will be upon us and then will begin some of the complaints of shrinkage in the butter from creamery to market. Therefore, this is a good time to get in shape to eliminate this as much as possible.

There may be firms that deliberately shave the weights at the market, but I think they are few, and if you find that you are dealing with such a firm, cut them out and ship to someone else.

I do believe that the method of weighing on the markets is a little against the creamery, inasmuch as they take strong up weight on the full tub and balance weights on the tare. However, if you had seen these dealers argue for better weights on account of their shippers, when some other dealer or broker was buying a line and having it weighed up, you would understand that these dealers to whom you ship are sometimes "betwixed" and between and generally intend to give their shippers fair treatment.

These dealers, nearly all of them at least, put in a new set of scales every six months, and their scales are tested by the city scaler of weights and measures about twice a year; therefore, they have good, sensitive scales to work with, and that is more than a lot of creameries can say.

In my inspection work I have seen creameries using scales that would hardly break on a pound, and how they could tell by weighing on such scales whether they were getting good weights or not is more than I can understand.

Before we kick about weights we should get new scales to weigh our butter on and be careful in our work, so that we are sure, then go ahead. But generally you will find when you have done all that and allowed a reasonable amount for natural shrinkage your weights will come very near to checking out.

On this basis for the past year we have not lost over one-fifth of a pound per tub from creamery to market.

We have one of the Fairbanks-Morse butter scales with the round platform for setting the tub on suspended, thus all the bearings are above and will not get wet and spoiled. It has two beams, one graduated to ounces, so that the tare on the tub can be gotten very exactly. We allow from 8 to 12 ounces for shrinkage, and this seems to be about right.

I notice, however, that our heaviest shrinkage is during the hot weather. As soon as it gets cool again it drops down to almost nothing. This leads me to believe that the temperature the butter is held at in transit has a great deal to do with this, and when the cars are not properly iced at the start or are not kept properly iced the butter softens up and the tubs soak up moisture from the butter, which in turn is given off to the air, and a larger shrinkage results.

I wonder if we could not cause the transportation lines to put in recording thermometers or charts so that they could show a record of the temperature for the whole trip. I will bet there would be some big variations in some of the records, judging from the appearance of some of the butter I saw arriving when I was at Chicago.

I notice that Minnesota creamerymen are

figuring on refrigerator service by boat from Duluth and claim they will have from 32 to 38 degrees while on the boats. If this were so, the butter surely would have a colder place than on the rail routes, and, even if a day or two longer in route, I believe it would go through in better condition.

There are so many things that effect the

shrinkage that one must be on the watch all the time.

First, the workmanship has more to do with it than many think. The butter should be worked sufficiently to properly incorporate the moisture. This can be done and still not have overworked butter. In fact, most dealers would rather it had a few revolutions too much than too little, for they hate a leaky or loose-bodied piece of butter. I have seen tubs stripped in Chicago, where we were weighing to get at the shrinkage or on account of the complaint of some creameryman, where there would be a cupful of free water run out when the tub would be pulled off the butter. And we have gone back the next day and re-

The Shortage in Extras

"Even while prices were sharply declining last week the Chicago market was very short in the supply of real extra creamery butter."—Exchange.

A very old story in the butter market. The creameries receiving poor cream, and making it into poor butter, and salting it with poor salt are shipping a surplus, while in a market where "extra" and "fancy" butters command the highest premiums the demand is still in excess of the supply.

It takes everlasting persistence to induce the farmers of your neighborhood to improve their herds and increase the percentage of butter-fat in the milk they deliver; it takes superior intelligence and executive ability to produce the highest grade of butter the cream will furnish; it takes

COLONIAL OR LIBERTY

(Flaked Grain)

(Granulated Grain)

(99.7% Pure) Salt

to add that tasty, sea-air flavor that gives relish to the palate and tonic to the appetite—Colonial Flavor—the flavor that commands a price.

Taking the country over there are few producers of "real extra creamery butter," and only two Colonial salts. The habit and certainty of excellence are to be found only among the elect. Yet

The Salt That Melts Like Snowflakes and Dissolves Like Mist

may always be had if you will ask for it. Let us send you a sample.

The Colonial Salt Company

CHICAGO:
431 So. Dearborn St.

AKRON, OHIO

BUFFALO:
D. S. Morgan Bldg.

weighed this same butter and found the same thing again. Now, there is bound to be a heavy shrink on butter made in this manner. Be sure to get a good, firm, waxy body to your butter.

Next, if you want to keep the shrinkage to the minimum, you should paraffine your tubs. I believe the saving in shrinkage will pay for the paraffine and time in applying it, and you will also have done the very best thing for the prevention of mold on your packages, of course the liners must be boiled in brine also.

Where the tubs are paraffined properly they will look so much better, for they will not soak up from the butter and will look neat and clean.

Never let a tub go out of your creamery without it is weighed and a record kept so that you can check up when the returns come back and tell just where you are.

We weigh our tubs and mark the tare on the side, then fill full and cut off even and weigh back, setting the lower beam at the tub weight and using the upper to weigh the butter. As I said before, we allow from 8 to 12 ounces per tub for natural shrinkage and have so far gotten along nicely.

When it warms up you should watch the refrigerator cars and see that they are iced properly. Let the agent know that you are looking after this, and no doubt it will have its effect, for if a bunch all along the line are looking after this the agents will report it and the cars will be better attended to, the butter will arrive in better condition and the shrinkage will be less.

Bowman & Bull Co.

CASH BUYERS—RECEIVERS

All Grades

Butter, Eggs, Dressed Poultry

136 W. Lake St., CHICAGO

Zenith Butter & Egg Co.

Harrison and Greenwich Sts., New York

Receivers and Distributors

Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Irving Nat'l Bank; Southwestern Nat. Bank; Dun and Bradstreet Correspondence solicited.

W. I. YOUNG

W. B. YOUNG

ESTABLISHED 1854

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

WRITE US

Refer by permission to Irving National Bank, N. Y.; Fidelity Trust Co., N. Y.; Dun's and Bradstreet's Agencies.

Elgin Case Settled

Settlement of the federal suit against the Elgin Board of Trade, which abolishes practically all of the butter board's activities, was made when the decree in the case was entered in Judge Landis' court at Chicago.

Termination of the suit resulted in a complete victory for the government. The agreement, which was made amicably between District Attorney Wilkerson and members of the board, included every point sought in the original petition.

By the terms of the decree the trade body is allowed to exist as long as its operations comply strictly with the federal authorities' interpretation of the Sherman act. Price quotations and all fictitious transactions are abolished.

The government retains complete jurisdiction of the case. This would make possible a future amendment to the decree in the event that the government saw fit to demand it. Violation of any of the terms by the board could cause the members to be cited for contempt.

"I consider this the most important settlement in any of the anti-trust cases so far made in this particular class," said District Attorney Wilkerson. "Naturally I am delighted with the outcome.

"The decree is broader by far than any other in any similar case prosecuted in Illinois. It is just as comprehensive as it possibly could be.

"This action amounts practically to giving the board a chance. We are allowing it to exist as a corporation and are giving it an opportunity to carry on a legitimate business. The next step would be to close it entirely.

"The board is limited now merely to its legitimate function—that of furnishing a place for actual transactions at bona fide prices.

"Everything we sought was gained in the settlement. It will be impossible for the board to resume its former activities in any manner excepting by violating the terms of the decree. There is no probability of this being attempted, for the case is absolutely iron-bound.

"The price-fixing committee is enjoined entirely, as well as washed sales and all other methods of artificial quotation."

In entering the decree, Mr. Wilkerson asked that the petition against the American Association of Creamery Butter Manufacturers, which was a defendant in the original suit, be dismissed, and this was done. "Upon further investigation," said Mr. Wilkerson, "we found that the creamery association was not implicated. The government, in the decree entered and accepted today, has obtained all that it sought in the original petition."

The members of the organization relieved by the dropping of the suit are James A. Walker, George E. Haskell, George L. McKay, E. H. Forney, Henry Bridgeman, Joseph H. Rushton, Charles Harding, Arthur S. Hanford, Carl W. Kent, Henry A. Page, Samuel Schlosser, William A. Tilden, Samuel R. Wadley and W. T. Sherman White.

Suit was instigated against the board of trade and other defendants on December 14, 1912. Shortly afterward action also was directed against the Chicago Butter and Egg Board. This latter suit is now under advisement by Judge Landis. A decision is expected within a week. It is considered probable that the case in any event will be carried to the supreme court.

Defendants in the Elgin Board case were the Elgin Board of Trade, Charles M. Potter, H. C. Christians, J. P. Mason, Colvin

N. Brown and I. C. Hawley, the officers, agents and members of the board. They and all persons working in its behalf are "permanently enjoined and restrained from further engaging in the aforesaid combination of conspiracy."

Activity in Michigan

After a year's inactivity the Portage Lake Creamery Company, whose plant is at Oskar, Mich., near the Portage canal, has commenced manufacturing "The Copper Country Pride" butter. Since resuming the plant has been doing very nicely. The plant is operated under difficulties, however, owing to the limited supply of cream, but the officials of the company expect that within a few weeks they will be running near capacity, which will mean the production of half a ton of butter daily. Otta Kela, an experienced buttermaker, who gave great satisfaction when with the Portage Lake Creamery Company two years ago, is again the man behind the churn. The entire product will be sold locally, as there is always a greater home demand than can be supplied. The Portage Lake Creamery Company was organized in 1911. It erected and equipped a modern plant which has been pronounced by federal inspectors a model. For two seasons the plant operated profitably, but last year for a number of reasons it was thought best to discontinue production temporarily. The stock of the company is entirely in the hands of local farmers. The operation of the creamery has inspired agriculturists in the vicinity of Oskar to raise more dairy cattle and to improve their herds. There are now three creameries producing high grade butter in the copper country—one at Pelkie, one at Chassell and the Portage Lake plant. Former Secretary of Agriculture Wilson's prediction that the copper country is destined to become a famous dairy region is being rapidly borne out.

More Work in South

At the conclusion of the present tour over the Mobile and Ohio railroad, the Southern Railway Company announces that, in order to further encourage the development of dairying in Alabama, it will send its special "dairy instruction car" over its lines in the state for a complete tour. Commencing at Calvert, Ala., May 12th, the car will visit 58 points in all sections of the state served by the Southern Railway and Northern Alabama Railway. An entire day will be devoted to each stop and illustrated lectures and demonstrations on improved methods of dairying will be conducted morning and afternoon by a corps of expert dairymen who will accompany the car. Last season the dairy instruction car toured practically the same territory and the interest it aroused among dairymen and farmers at every point visited was so keen that the Southern Railway is sending it out again to follow up the work and give those who failed to attend last season an opportunity to hear the lectures and learn of the opportunities which Alabama affords to dairymen who will develop this industry and supply the great home demand for milk and butter. The car is fitted out like a complete farm dairy and carries charts and exhibits giving complete information about dairying and its problems. Milk samples will be tested and advice given on all questions of interest to the dairymen.

The David Cole Creamery Company, of Omaha, Neb., have purchased the creamery plant at Redfield, S. D., and will completely remodel it. New machinery will also be installed.

Second Illinois Complaint

C. F. Holliday, chairman of the railway committee of the Central Illinois Creamerymen's Club, has filed a second complaint with the Illinois public utilities commission against the alleged inadequate and unfair services furnished by railroads operating through central Illinois. Fifteen railroads were made defendants in the charges. The petition sets up that the railroads refuse to furnish enough up-to-date refrigerator cars to handle the business of the company between points in central Illinois and Chicago. On the other hand, the railroads are willing to furnish plenty of refrigerator cars if the shipments are for points in the far east, it is charged. The company also asks the commission to make a ruling compelling the railroads to assume responsibility in returning empty milk cans and to publish tariffs and classifications for the shipment of such freight.

Cheesemakers Wanted

The supply of competent and experienced cheese factory operators in Wisconsin is running low, according to reports from the different cheese making centers of the state. In spite of the fact that in January 154 factory operators completed the winter dairy course at the Wisconsin dairy school, the demand still far exceeds the supply. Former students of the Wisconsin dairy school who have had enough experience to operate a cheese factory successfully and whose services for the season are not already engaged are urged to write to E. H. Farrington, University of Wisconsin, at once. Mr. Farrington is receiving numerous requests for help from the factories of the state and he intends to do all that is possible to fill vacant positions with energetic and trustworthy men.

The New York Educational Scoring

The April scoring was held on the 17th. Fourteen packages of butter were received, of which 50 per cent scored 90 or above.

The following is a list of the successful makers:

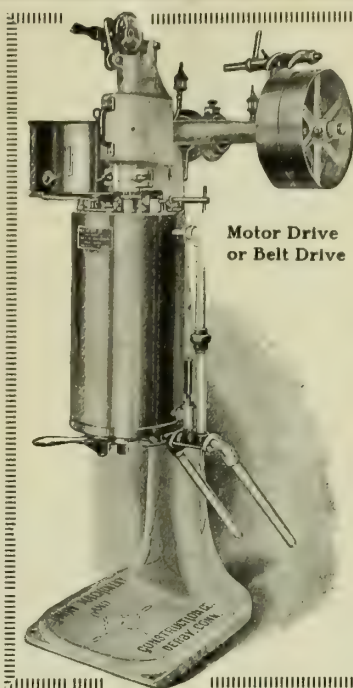
	Score	Water	Salt
Glenn Harter, Skaneateles, N. Y....	93.5	14.9	1.4
E. F. Wetmiller, Cohocton, N. Y....	90.5	13.7	2.4
D. J. Bresee, N. Franklin, N. Y....	90	12.8	2.5
Seven Gates Farm, Geo. Gullock, buttermaker, N. Tisbury, Mass....	94.75	11.7	
Mrs. W. A. Whitney, Cassadaga, N. Y.	91.75	10.9	1.3
I. A. Cook, Ithaca, N. Y.....	92.25		
R. R. Steacy, Ithaca, N. Y.....	93		

The sample of certified milk from the Seven Gates Farm scored 98.5. The guaranteed milk and cream from C. H. Voight, Washington Mills, N. Y., scored 96.5 and 96, respectively.—Department of Dairy Industry, Cornell University, Ithaca, N. Y.

Dairy Day at Delhi

They are going to have a big celebration on the fifth of August at Delhi, Iowa. The occasion will be the third annual dairy day and will be under the supervision of the Delhi Co-operative Creamery. The committee has promised a better celebration this year than at any previous time. Numerous prizes will be offered and the management is booking a list of exhibits that will be worth coming miles to see, they say.

The grand opening of the ice cream plant of the Beatrice (Neb.) Creamery Company was held April 25th between the hours of 2 and 5. Manager F. C. Wright has extended an invitation to the public to call and inspect the new plant. Music was furnished during the afternoon by the Beatrice Symphony orchestra.



Motor Drive
or Belt Drive

IF IT'S QUALITY IN FREEZERS YOU WANT, DON'T FORGET THE PROGRESS

Our 1914 models are now ready for delivery.

They possess a number of valuable features not found in others. ALL these improvements help your Ice Cream maker produce quality cream.

We also manufacture Homogenizers, Milk and Cream Tanks, Pasteurizers, Heaters and Coolers. Pumps and Sanitary Fittings.

A postal marked for Desk 3 will bring full information.

DAIRY MACHINERY & CONSTRUCTION COMPANY, INC. DERRY, CONN.

Denied Oleo Men New Trial

Federal Judge Geiger at Chicago has denied the motion for a new trial in behalf of John F. Jelke, oleomargarine manufacturer, and seven of his associates in the United States District Court. Sentence was suspended until May 4th. Each of the defendants is liable to a penitentiary term of two years, a fine of \$10,000, or both. They are: John F. Jelke, D. B. Tullis, William M. Steele, William L. Lillard, Harry E. Hitchings, William P. Jackson, Hugh D. Cameron, Fred Rapp. The men were found guilty several weeks ago of conspiring to defraud the government of the 10c tax on colored oleomargarine. Mr. Jelke did not seem surprised at Judge Geiger's action. "I expected it," he said. "It very seldom happens that a judge grants a new trial when a jury in his courtroom returns a verdict of guilty. Of course, we will take the case to the court of appeals."

Bad Creamery Fire

The plant of the Ohio & Pittsburg Creamery Company, at Big Prairie, Ohio, was destroyed by fire recently, and other buildings in the village were saved only by a valiant fight on the part of the villagers. The fire was discovered about 2 o'clock in the morning, having originated in the boiler room of the creamery. Ed Gaston, manager of the factory, estimated that the loss is between \$5,000 and \$6,000. The building was totally destroyed. The creamery will very likely be rebuilt. It had been doing a very flourishing business, collecting milk out a distance of nearly a dozen miles. The same company had a plant at Shreve.

The Southern Minnesota Buttermakers' Association will meet in Albert Lea May 21st, and a very interesting program is being prepared for the occasion. The attendance at these meetings increases continually, and this is an organization that is doing a vast amount of good for the dairy interests.

J. F. Freitas & Co., of Los Angeles, Cal., who recently engaged in the dairy produce trade, have purchased the Gridley creamery in Butte county, California, and changed the name to Melba creamery.

Hearing Date Set

The Interstate Commerce Commission will hear the case brought by committee of New York Mercantile Exchange against the railroads and the Trunk Line Association on complaint of unfair discrimination and unreasonable rules and regulations in respect to deliveries of eggs at the Custom House in New York on May 4th at 10 o'clock. Baldwin, Roy & Fisher, counsel for the committee, have received notice to that effect and have communicated the same to Chas. F. Droste Sr., chairman of the committee, together with a request for additional information needed to complete the argument.

The Licking Creamery Company, of Newark, Ohio, has closed a deal with S. D. Roberts of North Vernon, Ind., whereby Mr. Roberts will erect a new building for them. The structure will be three stories high in part and will cover the entire lot, being about 20 by 130, and of brick construction, including handsome finish of pressed brick. Construction of building will begin at once, and Mr. Roberts promises same to be rapidly pushed to completion. The Licking Creamery Company expects to install an up-to-date and complete butter and cream plant and will further add to their equipment as rapidly as the territory can be developed. They expect to be able to operate early in June.

Announcement of the award of a prize of \$50 given by the Beatrice (Neb.) Creamery Company to the owner of the cow producing the most butter-fat in a year has recently been made by Prof. J. H. Frandsen, of the Nebraska Experiment Station. Only members of three cow testing associations of the state were allowed to compete. The cow winning the prize was Lakeside De Kol Queen, a pure bred Holstein, giving 706 pounds. B. B. Davis, the owner, is a member of the Douglas County Cow Testing Association.

S. J. Simonson, manager of the Cascade Creamery Company at North Yakima, Wash., has announced that his company will erect a \$15,000 cold storage plant adjoining its creamery.

Picnic at Burt

R. E. Clemons, the enterprising butter-maker at the Burt (Iowa) Co-operative Creamery Company, advises us that they have already arranged for the holding of a big dairy picnic at Burt on May 28th. This picnic is being widely advertised and the talent they have provided ought to produce a splendid program. We see that Gov. Geo. W. Clarke, Hon. E. M. Wentworth and Judge W. B. Quarton along with State Dairy & Food Commissioner Barney are all to give addresses. Besides this music will be furnished by the Estherville orchestra. H. O. Buell is treasurer of the Burt Co-operative Creamery Company, and M. E. Warner is secretary. The directors are Geo. Koestler, president; Wm. Trep-tow, vice-president; E. N. Volentine, W. H. Smith, L. W. Keith.



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money?

Lith is now made in extra large sheets—38x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

Union Cork Board

This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

Write for Free Book on Economical Insulation

It will pay you to get posted.

Union Fibre Company, 105 Union St., Winona, Minn.



H. Mayer & Co., Inc., of 145 Nassau street, New York City, Herbert Welsch being general manager, advise us that they are agents in this country for the Schroeder homogenizer. It is pretty generally known, we think, that the homogenizer is used in emulsifying mixtures of liquids and fats of uneven weights—for instance, combining butter-fat and liquid of milk. Machines of this sort have been sold for a number of years in this country and are being used with success. It is claimed that as applied to milk it will keep fresh longer than untreated milk and is additionally more palatable and easily digested. The manufacturers contend that for export milk the use of the homogenizer is indispensable.

This bit of encouragement comes from A. L. Landis, buttermaker at the Colesburg (Iowa) Creamery Company: "I am enclosing my check for \$1 for The Creamery Journal. I feel I could not keep house without your valuable paper. I am also enclosing a small advertisement of my Brush runabout. The reason for selling it is that it is not large enough for my family. The car would be fine for the use of an office man running around in the city, and will carry two people and also a trunk or grip or two. It also could be used for carrying two cans of cream. This kind of a car is a fine proposition for telephone men."

At Fredericksburg, Va., recently the Farmers Creamery Company was organized, the intention being to capitalize at about \$20,000, business to be started when in the neighborhood of \$5,000 has been paid in. F. G. Levering, of Hayfield, was elected president; F. C. Baldwin, vice president; Robert W. Harris, secretary, and W. J. Ford, treasurer. The plan is to make it purely co-operative and to interest just as many of the farmers as possible, the business men supplying such additional capital as may be needed.

Addison Fosse, who is proprietor of the Elberon (Iowa) Creamery, advertises in his local papers as follows: "The Elberon Creamery solicits your delivery of cream on each Monday and Friday up to and including May 29th. Commencing Monday, June 1st, cream shall be delivered, also on Wednesday. This arrangement is to be continued as the weather permits. By strictly adhering to this rule the factor of price will more than doubly repay you for the effort."

The most important event in the last 15 years in the town of Hillview, Minn., according to the local paper, is that about 120 farmers have bought the local creamery, built by L. C. Anderson some years ago, from Anderson Brothers for \$2,000. Several meetings have been held, the creamery inspector, Mr. Austin, from Fergus Falls was here two times, and successfully effected an organization, known as the "Hillview Co-operative Farmers' Creamery."

A dairymen's picnic will be held at the Holland dairy, Colorado Springs, Colo., some time in May, according to a decision reached by the local dairymen's association. At this time demonstrations in scientific dairying will be given. The meeting is to be an all-day affair, and, aside from the picnic dinner on the grounds, will include talks by out-of-town speakers on dairy subjects. The business men of the city will be invited to attend the meeting.

Quincy McBride, who is the Pacific Coast representative of the Diamond Crystal Salt Company, has, within the past few weeks, made quite an extensive trip through the north coast states. Admitting that he finds quite a little complaint with reference to low prices and prospective low prices, the dairy and creamery interests, he says, are forging ahead at an extremely rapid rate, especially in Idaho and Montana, where a number of new creameries are now being established.

At a meeting of the stockholders of the co-operative company which is about to install and operate a new creamery at Hoven, S. D., the following officers were elected: President, Michael Meyer; vice-president, Chris Baus; secretary, Michael Kaiser; treasurer, Thomas O'Brien. The material for the creamery building has been ordered and the work of construction will commence as soon as it arrives.

J. H. Frandsen, head professor of the department of dairy husbandry of the University of Nebraska, at Lincoln, has sent out an advertising card with a very complete gestation table on the reverse side. If there are readers of this paper that would be interested in this little card, doubtless the University of Nebraska would be glad to supply it.

The Alton (Iowa) Creamery Company has been incorporated and officers have been elected as follows: Emil Zorr, president; H. E. Collins, vice-president, and C. J. Mueller, secretary and treasurer. The company has been capitalized at \$5,000 and construction work on a new cement block plant to replace the structure destroyed by fire the past winter has been started.

The stockholders of the Missoula, Mont., creamery recently held a meeting and effected a permanent organization. It is their purpose to furnish money to buy pure bred cattle for the farmers in their community.

A creamery costing in the neighborhood of \$5,000 will soon be erected at Coulee City, Wash.

Want Clearings

POSITION WANTED—By buttermaker with three years' experience. Have also taken a course at the Wisconsin Dairy School. Understands all up-to-date methods required to operate a factory. Can furnish satisfactory reference from employer. Please state wages you are willing to pay good man. Address, A. W. Johnson, Taylor, Wisconsin, R. 2, Box 48.

IN ORDER to reduce the number of our plants, we will sell two or three located in Iowa, one in southern Wisconsin. This is an opportunity for a buttermaker who understands his work, to get into business for himself. For further particulars, address J-68, Creamery Journal.

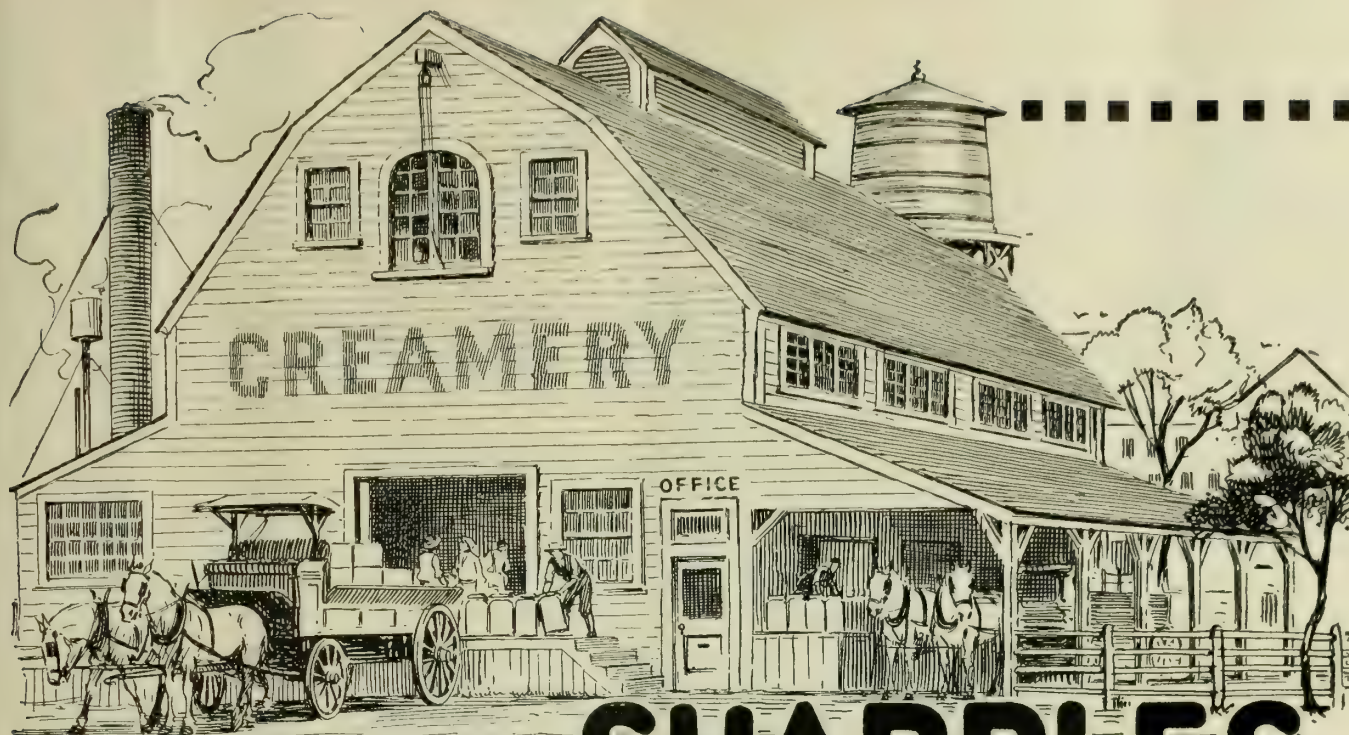
FOR SALE OR RENT—Good brick creamery building with up-to-date machinery including refrigerating plant. County seat town. Good chance for live buttermaker. J. H. Platt, Montezuma, Iowa.

BRUSH RUNABOUT—Good condition. Top, side curtains, mud chains, five lamps; color, battleship grey. Fine for mail carrier or city use. One cylinder, three speeds. Would be fine for telephone line men or anything of that nature. Price \$200. A. L. Landis, Colesburg, Iowa.

FOR SALE—Ice machine, 4-ton Barber compressor, complete with brine tank, condenser, etc., all ready to run in good shape. Will be sold cheap. Address Fulton Creamery Co., Fulton, Iowa.

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—Second-hand 300-gallon Jensen cream ripener in good repair. Address J. S., care Creamery Journal.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

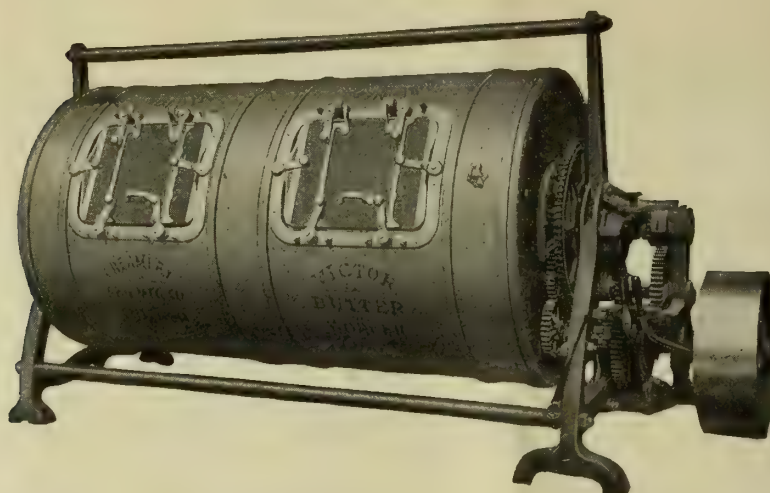
THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere



Every Wooden Churn Barrel Is Going to Warp



We wouldn't think of ignoring the fact. It is inevitable. And unless your churn is built to take care of it when it comes, you are going to

have trouble. It will run harder, using more power, begin to grind and groan, and altogether become troublesome.

The Victor Churn

will **not** give you any trouble in that way. It is so constructed—the gearing and framework are made to allow for this warping and strains of service, and is thus always kept true and in align-

ment. This feature adds years of life to the churn.

Of course, there are other features that make the Victor the great churn that it is. They are described in our special circular. Write for it today.

THE CREAMERY PACKAGE MFG. COMPANY

Chicago, Ill.

Philadelphia, Pa.

Kansas City, Mo.

Toledo, Ohio

Albany, N. Y.

Waterloo, Iowa

Minneapolis, Minn.

Omaha, Neb.

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THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV NO. 8

WATERLOO, IOWA, MAY 15, 1914

ONE DOLLAR A YEAR

Quincy Market Cold Storage & Warehouse Company

BOSTON, MASS.

BUTTER

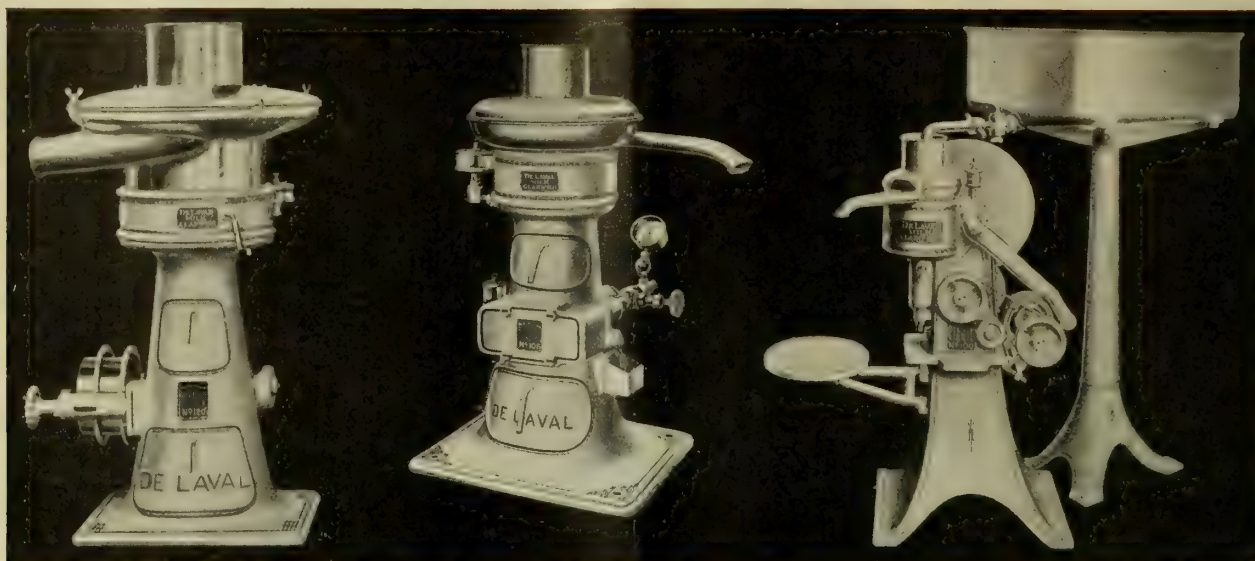
BEST SERVICE AT LOWEST RATES

LIBERAL advances. The largest and best butter house, 1,500,000 cubic feet, exclusively for butter. The only cold storage building in New England used exclusively for butter.

—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

Published by FRED L. KIMBALL CO., Waterloo, Iowa



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk, whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

No milk dealer or producer who has witnessed a demonstration of

THE DE LAVAL MILK CLARIFIER

and has seen for himself the residue removed from average milk by this machine can doubt for an instant the benefits of clarification by the De Laval Process.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

165 Broadway, NEW YORK: 29 E. Madison St., CHICAGO: 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 8

WATERLOO, IOWA, MAY 15, 1914

One Dollar a Year

Oleo King Ordered to Prison

John F. Jelke, president of the John F. Jelke Company, Chicago, oleomargarine manufacturers, has been sentenced by Federal Judge Geiger to two years' imprisonment in the federal penitentiary at Leavenworth, Kan., and to pay a fine of \$10,000. This is the maximum penalty for the crime of which Mr. Jelke and his eight associates were convicted by a jury some weeks ago. They were found guilty of conspiracy to defraud the government of taxes on artificially colored oleomargarine.

Seven of Jelke's fellow defendants escaped a prison sentence. Judge Geiger imposed upon them a fine of \$2,500 each. Francis M. Lowry, 70 years old, secretary of the company, the ninth defendant found guilty, was ill in the Good Samaritan Hospital at Los Angeles, Cal. He will be sentenced separately as soon as he recovers sufficiently to return to Chicago.

However, Mr. Jelke is not yet in prison, nor have his associates handed their money over to the court, as a 30-day stay has been allowed pending appeal of the case.

"I want to urge upon the court," said the attorney for the defendants, "whatever you may feel to be your duty as to Mr. Jelke, the head of the business, but that you do not do anything that would inflict upon his employees a permanent stain."

Assistant District Attorney Robert W. Childs urged that the government would not consider the law vindicated by the imposition of a mere fine.

The dramatic moment of the session arrived when Judge Geiger, after analyzing his reasons for distinguishing between Jelke and the other defendants in the extent of punishment, asked Mr. Jelke to step forward.

Mr. Jelke, a gray haired, dignified man of 58, walked forward to the bar of the court, crossed his arms, and looked intently at the judge. In response to a question as to whether he had anything to say Mr. Jelke replied that he wished to shoulder all the responsibility for what had been done. He spoke amid intense silence.

"I have only this to say, your honor," he said. "I have been in this community many years. I have been in business in Chicago 20 years and I have had an honorable career. As for myself, I ask nothing at your hands but what is justice. But I do plead for these other men," he said, waving his arms toward the other defendants. "I am responsible for their acts and for them I plead for mercy."

In passing sentence Judge Geiger said he considered Jelke as the "brains" of the conspiracy. The employees, he said, were mere "administrative agents" working under the direction of the head of the company and carrying out orders "under a press of employment." For this reason he felt the employees were entitled to clemency.

New bail was fixed by Judge Geiger at \$20,000 for Jelke and \$5,000 each for the other defendants. All the defendants were released pending the filing of the appeal. William J. Moxley, head of W. J. Moxley, Inc., and John Dadie, his manager, were in court at the time sentence was pronounced.

There were 13 defendants included in the oleo indictments. One of these, Philemon

Berry, was never apprehended. The jury returned a verdict of not guilty in the case of Harvey P. McFarland, shipping clerk for the Jelke Company, and Judge Geiger discharged two others, O. S. Martin and Abner D. Mize, salesmen.

The indictments were returned in July, 1911, following the prosecution and conviction of a number of retail "moonshiners" for selling artificially colored oleo without paying the tax of 10c a pound. As a result of the disclosures in the retailers' cases Judge Landis charged the grand jury to investigate the relation of the retailers to the manufacturers.

Iowa Ice Cream Law Upheld

Reversing the decision of Judge W. H. McHenry of the Polk county district court, the Iowa supreme court has handed down a unanimous opinion upholding the constitutionality of the ice cream standard law in the cases of the State of Iowa vs. Hutchinson and Sanders ice cream companies. The cases are remanded for new trial.

The court in giving its opinion is severe on manufacturers who attempt to defraud the public by giving an article which is below standard, declaring that the constitution does not give anyone the right to swindle the public; that the state has power to regulate the quality of ice cream; and that a standard of 12 per cent butter-fat is not unreasonable.

Attention is called in the opinion to testimony that manufacturers discovered that people eat less ice cream that is rich in fats. With the reduction of butter-fat the consumption increases. This is one reason, the court points out, why manufacturers of ice cream do not like to conform to a standard.

"It is not true that manufacturers will not be able to sell their product under the terms of this law," the court says. "But they must sell it for what it really is. It may be called 'frozen skim-milk,' and if it

will not sell under that name, it would be an additional argument for prohibiting the sale of so-called ice cream made from evaporated milk as ice cream.

"If low grade cream is sold under another name, the public will not be deceived as to its nature. A person purchasing ice cream now knows he is getting a product with a certain per cent of butter-fat. We are of the opinion that the statute is within the police power of the state and is not unreasonable. It does not offend against the federal or the state constitution."

The opinion calls attention to the fact that 17 states have adopted a standard for ice cream, fixing it at 14 per cent. Five other states have a 12 per cent standard. According to the evidence in the case, it is shown that cream 20 per cent in butter-fat can be made at a cost of 45c a gallon; 7.7 per cent butter-fat, at a cost of 29c a gallon, and 1.9 per cent butter-fat, at a cost of 15.5c per gallon.

One recipe the court sets out as one of the ways the public can be swindled by low grade cream follows: "One vanilla bean, eight gills of syrup at 20 degrees, 18 yolks of eggs, to be cooked and frozen. Then work in a meringue made of two egg whites and one-fourth pound of sugar."

Cultures—Both Liquid and Dry

All the better class of creameries use for ripening cream pure cultures of bacteria which are obtained at regular intervals from commercial laboratories. These are carried in the creameries by transferring milk cultures from day to day, the culture being renewed occasionally to insure its purity. The small milk culture, known as a "mother starter," is usually carried in bottles or small jars, from which it is transferred to a large can or vat of milk to make the starter used to ripen the cream.

The ideal culture for distribution is in a dry form, according to the United States Department of Agriculture, sufficiently active to produce rapid growth when it is added to milk and yet so dormant that it

can be held a long time without losing its activity. But the difficulties of producing a culture in this condition are so great that the most successful of the commercial cultures are distributed in a liquid medium and must be used within a comparatively short time. A few cultures, however, have been sold continuously in a powder or tablet form; in other cases the liquid culture has been found to be more satisfactory and the dry culture has been abandoned.

Recently the general interest in fermented milks, especially those of the Yoghourt type, has stimulated the production of various kinds of tablets and capsules which ostensibly contain the organism in such

To Insist on



is to know the actual value of your investment.

Is to know the **kind** of cleanliness you will get, and is to be absolutely safe in its uniform quality, its purity, and its freedom from all things objectionable, such as soap ingredients or caustic properties.

Wyandotte Dairyman's Cleaner and Cleanser cleanliness amply protects milk and butter from contaminating influences, but anything less than the Wyandotte Dairyman's Cleaner and Cleanser quality is unsafe, and is sure to lessen your ability as a buttermaker.

And, too, the Wyandotte Dairyman's Cleaner and Cleanser cleanliness costs so little that to be without it is to make efficient and economical management much more difficult. That hundreds of creamery operators have been using

Wyandotte Dairyman's Cleaner and Cleanser continuously since it was first offered them some ten years ago speaks well of its ability to serve its purpose better than any known dairy cleaning material.

Your regular supply house can ship you a keg or barrel.

THE J. B. FORD COMPANY, Sole Mfrs.

WYANDOTTE, MICH., U. S. A.

This Cleaner has been awarded the highest prize wherever exhibited.

Indian in Circle



In Every Package

quantities that the culture can be used to start a fermentation in milk or to inoculate the digestive tract by direct consumption. These cultures, as well as those sold for buttermaking and cheesemaking, are of real value only when they contain a suitable organism free from contamination and are sufficiently active to start the acid fermentation before accidental contamination can develop to an appreciable extent.

The butter cultures sold in the dry form are powders or tablets, sometimes prepared with a filler of starch or lactose, or are milk cultures dried and pulverized.

It is obvious that in the ordinary process of drying cultures there is a great decrease in the number of bacteria originally present in the culture, and it is probable that there is a still further loss as the culture is held after drying.

As a result of recent experiments the Dairy Division of the Bureau of Animal Industry, United States Department of Agriculture, has devised a method of drying cultures by which the loss in bacterial content is greatly reduced. Experiments in removing the water by a spray carried up by a current of warm, dry air were found to produce satisfactory dry cultures; but rapid drying by this process requires the use of complicated and expensive machinery not within the reach of the ordinary laboratory.

Cultures were then successfully evaporated by freezing and lowering the atmospheric pressure. Phosphorus pentoxid and lime were used to absorb the moisture, but sulphuric acid proved to be the best agent for this purpose.

These experiments show conclusively that water may be removed from cultures of bacteria used in the manufacture of dairy products by exposing them in a frozen condition over sulphuric acid in a vacuum approximating 0.01 mm.

Fresh lactic cultures dried by this method are sufficiently active to curdle milk in 17 hours at 30 degrees C. when added in the ratio of one part of powder to 1,000,000 parts of milk.

The total number of bacteria in a milk culture may be increased by adding dibasic potassium phosphate, but the powder made from the culture is less active than that made from unneutralized milk. The activity of the powder is not increased by neu-

tralizing the culture with calcium carbonate before drying.

More powder may be produced at each operation of the drier by using a culture grown in milk concentrated to one-half its original volume, and this powder is as active as that made from normal milk.

The activity of a dried culture diminishes more or less rapidly, depending on the conditions under which it is held. The loss of activity in powders is much more rapid when the moisture content is comparatively high. The loss in activity is very slow at 0 degrees C. or lower, and becomes more rapid as the temperature is increased. Dried cultures of the lactic acid bacteria held at 30 or 37 degrees C. become inactive in a short time. Cultures held in a vacuum retain their activity much better than cultures in an atmosphere of nitrogen or hydrogen; the most rapid loss of activity takes place either in air or in an atmosphere of oxygen.

Very active dried cultures of *Bacillus bulgaricus* may be made by the freezing-vacuum method; they curdle milk in 20 hours at 37 degrees C. when added to milk in the ratio of 1 to 100,000.

The nitrogen-fixing bacteria may be dried with a small loss by the freezing-vacuum method.

Yeasts evidently do not survive the process, for the powders obtained were very feeble.

Farm Butter Poor.

"Much of the butter that is now being produced on the farms of South Carolina is of very poor quality," is the statement of Prof. J. M. Burgess, of the animal husbandry division of Clemson College. "This is not due to the lack of good materials to work with, but is due to the methods practiced."

"The first essential is good cream from milk taken from healthy cows and handled in a sanitary fashion. After the cream has been separated, keep it cool. Keep each batch of cream separate until seven or eight hours before churning. Then mix thoroughly and expose the cream to an ordinary room temperature, about 70 degrees, until it sours. Never churn sweet cream.

"The churn should always be well scalded before using. After scalding, rinse the churn with cold water to bring it to the temperature of the cream to be churned.

Cream should be at such a temperature that butter will come in 35 to 45 minutes. Stop churning when the granules of butter are about the size of grains of wheat. At this stage all the butter has come and it is easy to wash. If the butter is allowed to gather into large lumps it will be impossible to wash it well.

"When the butter has come and is in the condition described, draw off the buttermilk and add enough water to float the butter. The temperature of this water should be slightly below that of the cream when the cream was put into the churn. After adding the water, shake the churn so that every grain of butter will come in contact with the water. It is better to wash butter twice but too much washing will impair the flavor. The washing process is for the purpose of removing all the buttermilk remaining in the churn.

"After the second wash water has been drawn off, take the butter out of the churn and put it on a worker. While it is still in the granular form add an ounce of the best table salt to every pound of butter. Work in the salt with the paddle or lever of the worker, but never with the hands. The object of working is to get out the excess water and to distribute the salt. Work until the butter has a waxy appearance. Too much working will ruin the grain and cause the butter to look greasy. At this season of the year very little, if any, color need be used."

West Coast Organization.

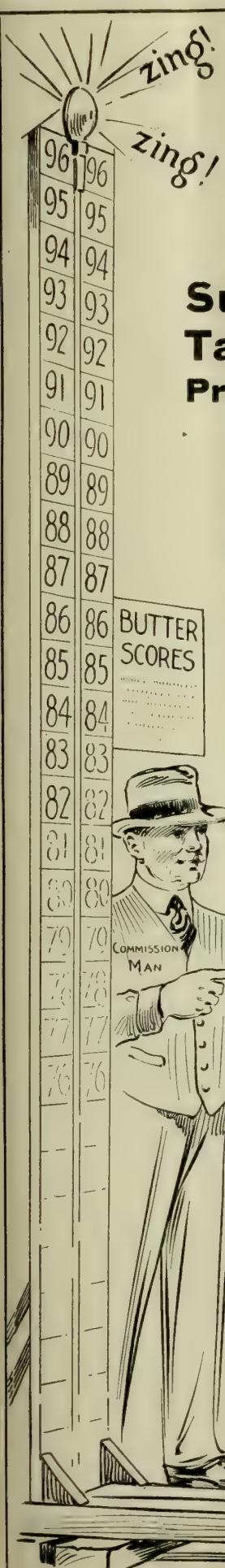
There appears to be an unusual activity in creamery and dairy matters on the west coast, and especially in California. Recently a meeting of creamery managers of that state was held in San Francisco, at which time the Creamery Managers' Association of California was organized. Briefly, the aim of the association is to promote the interest of the creameries in California and particularly to give an up-lift to the quality of California butter, which is reported to have suffered from the degrading influences incident to unreasonable and relentless competition. Needless to say, there is nothing about this organization that is supposed to be in restraint of trade. Robert Holcombe has been employed as secretary, manager, expert organizer and is already on the job. At the initial meeting 22 of the largest creameries of the state, representing over 50 per cent of the butter product, pledged themselves to finance the undertaking and also to abide by such a system of grading cream as may be adopted by the organization. It is hoped that in another year, at least, this organization will be in position to offer to outsiders the surplus of their plants in the flush of the season.

The officers are, S. H. Greene, of San Francisco, president; George G. Knox, of Sacramento, vice-president; George L. Berham, of San Francisco, treasurer; Robert Holcombe, secretary. In addition to the officers H. P. Glasier, of Oakland, and W. C. Cartmiel, of Tulare, were appointed members of the board of directors.

General meetings will be held quarterly but local meetings in the creamery centers have also been suggested.

The creamery at Kenmare, N. D., opened recently and Manager O. L. Toftner is very confident that it will be a success. The farmers are in hearty accord with the company in all its plans.

The Townsend Creamery Company of Portland, Ore., is erecting a building that will cost \$18,000 when completed. It will cover a quarter block and will be modern throughout.



The Harder you Hit'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.
603 Pioneer Bldg.
MADISON, WISCONSIN

B-K Representatives
Sold by all the big supply houses

- Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.
- J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.
- A. H. Barber Creamery Supply Co., Chicago, Ill.
- Ohio Creamery & Supply Company, Cincinnati, Ohio.
- L. A. Watkins Mdse. Company, Denver, Colo.

Wanted—

To hear from every buttermaker who is asked to make good butter out of poor cream.

You want to find out about the B-K gas method of handling poor cream.

It will startle you.

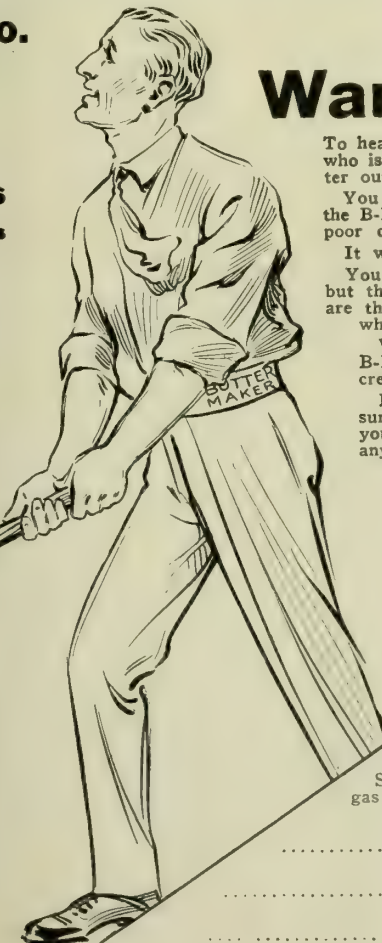
You won't believe it at first but the better buttermaker you are the quicker you will see it when we explain it to you.

Write for information on B-K gas method of handling cream.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in carlots or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
Warehouse: 209 W. South Water St.,
Long Distance Phone, Main 3184.

P. F. BROWN & CO.

43 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

A. J. M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA
Liberal Advances and Square Deal

Spring Preparation.

It may be a bit late to offer the following, but this advice with reference to "spring house cleaning and yard cleaning" as applied to creameries certainly is never out of place, and the repeating of it can't well be overdone. The government's suggestions, as contained in the weekly news letter, are as follows:

"As soon as the ground is free from frost, the yards, the lawns, and other parts adjacent to the creamery should be cleared of all rubbish and thoroughly cleaned. If the drive is in poor condition, repairs should be made without delay. Ornamental trees and shrubbery, which add so much to the attractiveness of the creamery, should be set out at this time and the flower beds put in order. The machinery should be subjected to a thorough overhauling, and if new apparatus is required, it should be procured and installed before the arrival of the busy season.

"If a new floor is needed, it should be put in at this time. It is also the proper time for painting the walls and ceiling, if it is necessary, and there are few creameries at this season where such treatment would not be beneficial. More time is now available and can be better spared than at any other season for any necessary repair work. In short, spring is the time to give attention to all matters affecting the efficiency of the plant.

"One of the most important things in the management of a creamery is to adjust conditions and methods so that they are at all times in harmony with the requirements of the prevailing season. An incompetent manager makes no changes, as a rule, until he is compelled to do so by force of circumstances, while an able manager anticipates the seasonal requirements and prepares himself to meet them as soon as they appear.

"In the spring of the year there are many things which should be given special attention by the buttermaker and the creamery manager. If the spring cleaning has not been done it should be attended to without delay, for the busy season will soon be here—the season of long days and hard work, when there will be no chance to attend to anything but the regular everyday duties. The surroundings of the creamery should be cleared of all rubbish; drives, flower beds, etc., should be put in proper order so that the factory may present a tidy and attractive appearance. In the creamery proper the walls, the ceiling, and the windows generally need washing and the refrigerator requires thorough cleaning. Perhaps the entire building needs painting both inside and outside. The doors, the windows, and the receiving room, or intake, should be properly screened. If the receiving room is left open thousands of flies will enter the building, though the doors and windows are screened; hence, where the building is so arranged that the intake cannot be screened it should be changed without delay. Flies are filthy, insanitary insects and should never be tolerated in a creamery.

"As the atmosphere becomes warmer it will generally be necessary to reduce the ripening temperature of the starter and of the cream, especially during the months of May and June. In most cases the churning temperature can be reduced from 4 to 6 degrees from that in use during winter. When the cows have been turned out on pasture the color of the butter will be increased naturally from day to day and the amount of artificial color used should therefore be diminished accordingly."

The county agricultural agent is a mighty important factor. He is supposed to know and teach agriculture, including dairying and all the branches, but G. A. Nelson, working in the state of Washington, had to teach one farmer and his wife arithmetic so they could keep the records for the rest in the cow testing association he organized.

Articles of incorporation have been filed for the Tulare (S. D.) Creamery Company, with a capital of \$5,000. Incorporators, W. J. Craig, J. E. Craig, Chris Jensen.

Big Western Business.

If plans now under consideration by the owners of eight of the largest country creameries in Oregon mature, the Northwest Butter & Produce Company, an association of 30 country creameries, will retire from the field as dealer in any product other than butter, while another company will be formed, which will handle eggs, poultry, pork and veal, and in addition will go after business in southeastern Alaska. This conclusion was reached at a special meeting of the board of directors and was to be ratified by the stockholders at a special meeting May 11th.

The Northwest Butter & Produce Company is an incorporated concern having about 40 stockholders, and is capitalized at \$18,000. The new company to be formed will be capitalized at \$25,000 at least. The present quarters of the butter company will be moved. H. F. Meyer, who has been secretary and manager of the old company during the year of its existence, will, it is understood, continue in that capacity with the new company.

Regarding the action taken by the board of directors, the following statement was issued by one of the board:

"In order to meet the demands of a rapidly increasing business, the Northwest Butter & Produce Company, an association of the country creameries of this state, has decided to enlarge its present quarters and to operate on a much more extensive scale. It is planned to install an ice-making refrigerating plant large enough to take care of the business of the company for some years to come. Also, it is planned to enlarge the business by dealing in and making outright purchases of such country products as eggs, poultry, pork and veal, for which there is always a ready market in Portland.

"This association has experienced a wonderful growth in the single year of its existence, and has done much to unify the creamery interests of the state.

"To take care of the increasing output of the country creameries of Oregon this association hopes to develop a substantial trade in these products in Southeastern Alaska. To that end a salesman will be sent into the territory now served by the Portland-Alaska steamship line."

International Dairy Congress.

An informal meeting of machinery manufacturers, cattle breeders and professors of dairying was held recently at the offices of National Dairy Show Association in Chicago to consider the advisability of extending an invitation to the International Dairy Congress to meet in the United States in 1917. The next meeting of this Congress will be at Berne, Switzerland, June 8th to 10th.

At the Chicago meeting a resolution was adopted appointing Prof. O. F. Hunziker, of Purdue University, Indiana, and Manager W. E. Skinner, of National Dairy Show Association, a committee to devise ways and means to bring the congress to America in 1917 and providing that the work be done through the Council of National Dairy Show.

The members of the committee have issued a circular letter calling attention to the facts and asking all associations represented in the Council of National Dairy Show to inform them as to the interest and support that may be expected. The cost of the enterprise is estimated at around \$50,000.

I have concluded that The Creamery Journal is worth twice what I paid for it, so please renew me when it expires.—E. H. Homan, Westgate, Iowa.

COYNE BROTHERS

enjoy an enviable reputation for good prices, correct weights, fair dealing and prompt returns. They want more fine

BUTTER

and handle all grades. Write them as follows:

Dept. C. 119 West So. Water St., CHICAGO

Reference: The Creamery Journal

Book on Condensed Milk

Professor O. F. Hunziker, who is chief of the dairy department of the Purdue University at Lafayette, Ind., has just gotten from the press his new book on "Condensed Milk and Milk Powder." This is a very comprehensive work on the subject and should have a ready sale, particularly in view of the fact that up to the present time there has been available no great amount of accurate and useful information on this subject, and also because there is a growing interest in the condensed milk and milk powder proposition. This work is fully illustrated and takes up the question in an intelligent and exhaustive way, discussing it from every standpoint. In addition to the general principles of the manufacture of the product the various machines that are required are fully described. The author, in his preface, says:

"This book treats of the various phases of the condensed milk and powdered milk industry. It discusses every step in the process of manufacture, following the milk from the farmer's door to the finished product in the pantry of the consumer. The processes of condensing and desiccating milk, skim-milk, butter-milk and whey are given special attention and the defects of the product, their causes and prevention are explained in detail.

"The inception of this publication is the result of innumerable and persistent calls for definite and reliable information on the subject of condensed milk and milk powder, from manufacturers in this country and in foreign lands; from parties contemplating embarking in the business; from national

and state experiment stations which are oftentimes called upon to investigate condensed milk defects; from dairy schools desiring to give instruction on the subject; from national and state pure food departments seeking information concerning the possibilities and limitations of manufacture in their efforts to formulate and enforce standards and laws; and from commercial chemists in need of reliable methods of analyses of these special dairy products.

"The information contained in this volume represents the author's experience, covering a period of twelve years, in the practical manufacture of condensed milk, as expert advisor to milk condensing concerns in the United States, Canada and Australia, and as visitor of condensed milk and milk powder factories in this country and in Europe.

"It is the author's hope that this information may serve as a guide to manufacturers, investigators, teachers and food authorities alike; that it may assist in a better understanding and wider dissemination of the principles, phenomena and facts involved in the process of manufacture; and that it may lift the obstructing veil of unnecessary secrecy which has hovered over these industries since their beginning, curtailing their development and depriving them of much of the light of advanced science to which they are justly entitled and which they need for their greatest development for the lasting benefit of the producer, manufacturer and consumer alike."

The Creamery Journal will furnish the book at the publisher's price, \$5.

Value of Trade Journals.

R. R. Shuman, who is at the head of the Shuman Advertising Company of Chicago (successors to the Shuman-Booth Company) is an advertising man who is a great believer in the proper use of trade paper space. In an address delivered recently before a large manufacturers' association he said with reference to this matter:

"The man who treats a trade journal publisher as a respectable mendicant to whom something must be given—who looks upon trade journals merely as institutions which must be supported for the good they do—misses the whole point of the thing.

"Trade journal advertising is not digging down and giving money; it is reaching out and getting money—reaching the minds and hearts and pocket-books of men who have money and who want to make more money out of that money by spending it for your products.

"Any man of you who gets that true conception of the trade journal as a great central market place to which its readers may go, money in hand, will stop giving the publisher little standing cards, because they like him as a man; will see beyond such small personalities and will sense the tremendous buying power of the audience he offers, and talk to that audience with such compelling force that they will read and remember and respond.

"Trade journal advertising is not a contribution—not an expense; but, rightly done, is a sound and paying investment that yields dividends far beyond its cost."

The American Co-operative Creameries Association, at Wilmington, Del., has been incorporated. Capital stock, \$200,000. To manufacture, sell and deal in cheese, butter, eggs, poultry, etc. The incorporators are W. J. Maloney, Herbert F. Latter, Oscar J. Reichard, all of Wilmington.

S. G. Gustafsson has sold his interests in the creamery which he purchased at Estevan, Sask., some time ago and will continue to reside in Delano, Minn. He retained his position in the state dairy inspection department and is again on the job.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1532 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

The Oleo Swindle.

Commenting on the conviction of John F. Jelke, of Chicago, and his associates for violation of the laws relating to the sale of oleomargarine, the Louisville Courier-Journal says:

"As pathetic as the experience of the hero of musical comedy who 'plucked a lemon in the garden of love, where they told me only peaches grew' is that of the buyer of oleomargarine, who is under the impression that it is butter. For that reason it will be a positive pleasure to countless persons to read the news that John F. Jelke, a millionaire 'oleo' dealer of Chicago, has been sentenced to the penitentiary for violations of the federal oleomargarine law, which, it seems, he does not deny. There will be a very general hope—possibly one that will be dissipated before the 'oleo' dealer's high-priced lawyers are through with the case—that Mr. Jelke will go to the penitentiary and serve out his sentence.

"The oleomargarine dealers have always contended that 'oleo' is as good as butter. The contention when honest might be considered nothing more than an error of judgment or a proof of paralysis of the sense of taste if the dealers in oleomargarine had the courage of their convictions in such degree as to prompt them to sell their product under plain, truthful labels and advise retailers to do the same.

"If oleomargarine is to be sold, and it will always be sold, it should not be sold as anything but oleomargarine, and it should be vended in compliance with the letter and spirit of the federal law. It is manufactured and distributed without regard to some of the provisions of the federal law. It is retailed under lying labels everywhere, Louisville included, and its whole history is one of fraud. Whether it is as good as butter is a matter of opinion. But whether it is 'oleo' is a question of fact. When it is called something else a swindle is perpetrated at the expense of the buyer.

"It rarely travels all the way from the factory to the consumer's plate without fraud having been perpetrated somewhere along the line. Thousands of tons of it are sold annually, but who can recall having been invited, at the hotel, the boarding-house, the restaurant or elsewhere to 'have some oleomargarine.' Creamery butter is sold under proprietary and commodity labels that are truthful. 'Oleo' is often palmed off as 'country butter.' The swindle affects directly the farmer who has butter for sale. The way in which it affects him is that it creates among consumers the impression that only creamery butter is really fit to eat. Confused by 'oleo' passing as butter, the consumer who does not know what he has been buying condemns all butter that does not bear the label of an established distributor. The creameries could well afford to keep 'oleo' on the market to maintain the impression that no butter which does not come from a creamery, sold at prices dictated by a 'butter board,' will satisfy discriminating buyers. The farmer who tries to find customers through the parcel post, or other mediums, is confronted by a popular idea that his product, however well made, is an inferior article. That impression is due partly to the careless methods of home buttermaking which result in a good deal of inferior butter being sold. It is due also to fraudulent substitutes for butter sold under misleading labels, and the chief offender has always been oleomargarine. Therefore manufacturers of this commodity, although they may not label their output as butter, are properly held responsible for the swindle that occurs somewhere between the factory and the dinner table. When one of them is caught

violating the federal law, and convicted, he gets no sympathy from a public heartily tired of the historic 'oleo' fraud.

"Oleomargarine, whatever its merits, is a thoroughly disreputable commodity because of the thoroughly dishonest manner of its approach to the individual butter plate."

As They Do It In Germany.

Ernest Artschwager, in the bulletin sent out by the Colorado Agricultural College at Ft. Collins, gives the following description of how butter is made on a German farm:

"An average of 1,000 quarts of milk are taken daily to the farm creamery and there subjected to a series of operations. When still warm, cow's milk contains different gases which have a bad effect on the keeping quality of it and must therefore be removed. This is done by running the milk over a cooling device. Freed from these undesirable gases, the milk is heated up to blood-temperature and is then conducted through a pipe into a separator, where, by means of centrifugal force, the milk is divided into the cream and the skim-milk.

"Leaving the separator, the cream enters the pasteurizer, a device consisting of a double-walled vessel which allows free circulation of super-heated steam between the inner surfaces. Inside the vessel is an agitator, which, when turned at a speed of 1,000 revolutions a minute, causes the milk, which enters the pasteurizer at the bottom to pass along the heated surface as a continuous thin layer. At the exit of the apparatus is a thermometer which indicates the temperature the cream has acquired by passing through the cylinder; the temperature being regulated and kept constant by regulating the steam supply. The cream is now cooled to 11 degrees Centigrade and stored in large vats.

"To set up the right kind of fermentation, a starter is next added to the cream. Fermentation is best when the liquid has a constant temperature of 14 degrees Centigrade for about seven hours; the temperature is then lowered to 11 degrees Centigrade and remains in this condition for 10 hours longer.

"The cream has now obtained a slight acidity and is ready to be churned. The object of churning is to cause the butter-fat which is present in the cream in an under-cooled condition to solidify with the formation of small granules of butter. The churn is turned at a moderate speed for about 40 minutes. With the formation of small granules, the speed is lessened, which causes the small granules to form larger grains.

"The butter is taken from the liquid by means of a sieve, washed carefully with cold water and is then placed on the butter-workers. The butterworker frees the butter from the rest of the adhering liquid and makes it ready for use."

Professor Fisher, of the Agricultural Department of Purdue University of Lafayette, Ind., made a special trip to Chicago, May 13th with 50 of his students to look over methods of handling produce so that the students might get the latest information concerning methods on the Chicago market. Daniel J. Coyne Jr., advises us that the students visited their butter department, also one poultry dressing establishment and one cold storage warehouse.

The Boyland Creamery Company, Grand Rapids, Mich., has been incorporated by J. F., C. E. and Mary Boyland and others, with a capital stock of \$15,000, to operate a modern creamery.

Starter Troubles Solved



Good starter is essential in the manufacture of high priced butter.

In using our Improved Haugdahl Starter Can butter with a better flavor is assured.

The Improved Haugdahl is so constructed that it can be taken apart quickly if repairs are ever necessary.

It is made with such heavy, high class material that the price need not be considered—for it will last a life time. For instance, we mention one item—the bottom of the can. It is of 3-16-inch steel, hot galvanized. Think of it!

The IMPROVED Haugdahl Starter Can was put on the market only after months of careful study of the faults of cheaper cans. With the result of our having overcome the disadvantages of all the others.

If you are interested in only the BEST equipment for your creamery send for the little book giving detailed description of this can.

J. G. CHERRY COMPANY
CEDAR RAPIDS, IA.

ST. PAUL, MINN.

TAMA, IA.

PEORIA, ILL.

Three Generations of Cheesemakers.

There is no more romantic phase of the growth of industry in the middle west of the United States than the transplanting of methods of making delicate cheeses from the regions where they have been perfected for many generations in Europe.

Green county, Wisconsin, furnishes one example of the growth of this industry, but in isolated communities throughout the great dairying state of Wisconsin, other peculiar cheeses, introduced by experts who migrated from their old homes a generation or more ago, have taken root.

One of the most remarkable of these special cheese factories is that of the Alpine Dairy Company at Algoma, in Kewaunee county, on Lake Michigan.

Three generations of a single family are there working to keep perfect the processes that the aged grandmother brought from the Baden district of Germany about 50 years ago.

The method was first introduced by Mrs. Susan Federspiel. For years her Badenser cheese had great reputation in the neighborhood. As her daughter, Mrs. Joseph Schwendeman, grew into the expertness, the family enlarged the output.

At last demand became great enough to warrant the establishment of a considerable mercantile establishment and modern factory to distribute the cheese. Mrs. Susan Baxter, daughter of Mrs. Schwendeman, became one of the aids in directing the process as well. Her sisters also helped in the work.

Mrs. Federspiel has passed her 95th birthday, but is still hale, and takes her part in the direction of the manufacture.

Absolute cleanliness is one of the traditions of Badenser cheesemaking, and the

milk used is taken from only a few of the best dairies of the district, which are continually under inspection.

Of the process one of the women experts says:

"The process of making Badenser cheese is somewhat similar to that of making Fromage de Brie and Camembert in the German and French Alps. It is not a secret process, although attention to many seemingly insignificant details gives a more delicious and more palatable product having a superior mellowness.

"It is made from whole, sweet, pure milk, and the greatest care must be exercised to retain all the butter-fat in perfect condition. Here the matter of absolute cleanliness enters as one of the great elements of success. Modern methods in the sanitary handling of milk and utensils are employed.

"Every person who takes part in the work of making Badenser cheese is daily clothed in big, clean, cover-all aprons, making many changes a day.

"Genuine Badenser cheese requires three months to ripen and cure, and during this time each cheese must be daily tested, treated and turned by hand to insure proper ripening. This ripening or curing is done in perfectly dry underground vaults."

—Milwaukee Free Press.

To assist in spreading the gospel of the dairy cow, dairymen around Beaumont, Tex., met there May 2d, and organized a dairy association by electing W. E. Johnson, president; James H. Cowan, vice-president, and J. B. Roberts, secretary. The board of directors is to be composed of about 40 farmers, each of whom was instructed to organize a local dairy club in his community.

Progressing in South.

North Carolina now has about a half dozen co-operative creamery plants as a result of the tremendous success of the pioneer buttermaking plant at Hickory. It is doing a good business and is making Hickory a market for cream sent in from a half dozen counties. Some of the farmers who have invested in fine cattle say their cream sales and the fertilizer value of their cattle pay better than cotton. Greensboro has established a creamery, and it is said its prospects are fine. The new Monroe creamery is now doing business.

A creamery for Brownsville, Tex., appears now to be an assured fact. It will manufacture both butter and cheese, will cost approximately \$20,000 and will be financed by local capitalists. Ninety head of Jersey cattle have already been purchased and will compose the nucleus of the herd with which the creamery will be supplied. It is proposed to place cows with every farmer in the immediate vicinity of Brownsville, payments to be made by the farmers on a very liberal basis. It is expected to have at least 300 head of Jersey cattle by the time the creamery is ready for operation.

Plans for creamery, one story, 46 by 86, to be built at Ellsworth, Wis., are being made by the Lawton Co-operative Butter and Cheese Company. It will be of cement blocks.

The Nashville, Ore., creamery is ready for business. The creamery is co-operative, the stock being taken by farmers in the vicinity and prospects are bright for its success.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizen's Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry**GEO. M. BAER & CO.**References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.25 South Water Street
PHILADELPHIA**Perfection Brand Butter Color**
HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City**Cost of Existence—Not Cost of Living**

By H. B. SHEPARD, Before Inspectors Iowa Dairy and Food Commission

The grocery business and the State Commission of Food Regulation have much in common. We are both working figuratively and literally to "clean up" and stay cleaned up in the production, storing, handling and distribution of food.

On the 2d of this month a conference was held in Washington, D. C., at which the following interests were represented: Department of Agriculture, Bureau of Chemistry, National Trades Conference Association, American Specialty Manufacturers' Association, National Confectioners' Association, National Wholesale Grocers' Association, American Flavoring Extract Manufacturers' Association, The National Macaroni and Noodle Manufacturers' Association, Millers' National Federation, National Coffee Roasters' Association, North American Oyster Growers and Dealers Association, General Federation of Women's Clubs, and some other organizations of nation-wide scope which are interested in the food supply of the United States.

These people met and discussed the problems that you gentlemen are interested in—pure food, sanitation, weights and measures. They went further, but no further than you ought to go; they discussed what we know as the "cost of living."

As I see the proposition we must abandon the discussion of the "cost of living." There are as many standards as there are people. To get anywhere we must begin with the first principle and establish a working basis on the "cost of existence,"

provided, with the first or necessary expense it is the privilege of the individual to figure out as his means and taste may dictate his "cost of living."

In other words, barring the cost of necessities, the much mooted question of the "cost of living" is largely a personal matter between the individual and his bank account.

We will, therefore, if you please, take up the question of the "cost of existence" and the position this department sustains to that question. Literally, you have your work cut out for you by the law that created this department, a law that prevents deception. There is nothing more and nothing less to any food law. In so far as the law says "Yea" and "Nay" this department is a remarkable example of superior executive ability and efficiency in every department. The State of Iowa is justly proud of its dairy and food commission, and particularly so of its commissioner. But, gentlemen, permit me to suggest that there is a field for research in line with your work that is justified by necessity—the study of the cost of existence, covering only the economical production and preservation of the food supply of this state. The methods of distribution may well be left in other hands. That problem will adjust itself.

The saving to the people of the food now allowed to go to waste in this state offers a field of effort which, to say the least, is worthy of consideration at your hands.

Canned goods are largely used on the tables of our people every day in the year, and, with the exception of sweet corn, come to us largely from other sections of this country. It would seem that we should conserve our supply of vegetables, for I am sure no section of this or any other country can produce the raw material cheaper or of finer quality. We produce the finest butter in the world. Why not cheese? And why do we send to other states for hundreds of cars of canned milk each year? We produce vast stores of raw food material, sending it to other states to be returned to us later prepared for our tables.

Would it not be feasible and profitable at your next conference to extend an invitation to the State Agricultural Society, to the food manufacturers of the state and to the leading teachers of domestic economy to meet with you, and, like the Washington conference referred to, discuss the matter of feeding the people?

This matter of food is the one big question on earth, always has been and always will be. Please note that I am not discussing the future.

Hunger is the parent of savagery, among beasts and among men. It is the beginning of all crime. It ends in "might makes right," a doctrine of one of the Gods of War who destroyed that his worshipers might live. Insufficient and improper nourishment is responsible for much of the population in our institutions for the feeble minded, the penitentiary and the madhouse.

Gentlemen, you are engaged in a great work, you are taking but the first steps in a field of effort requiring profound study and constant application. I am convinced that the future of your work will broaden far beyond our present understanding. Necessity will force science to bring about wonders of which we do not now dream. We are living in the very beginning of this world and food is life.

The cry for bread in the great cities of our country is growing more distinct each year. It is not too much to say that to the food commissions of the various states and to the federal authorities charged with the enforcement of the Act of June 30, 1900, there has been given a far greater task than was supposed.

Wayne & Low Incorporate.

The firm of Wayne & Low, Chicago, which has existed as a partnership since 1875, has been incorporated. The partnership of John W. Low and Mr. Wayne was formed in 1875, Mr. Low having been in business on South Water street two years prior to that date, and Mr. Wayne since immediately after the fire in 1871. Mr. Wayne retired several years ago, and E. O. Wheelock became a partner with Mr. Low. The incorporation is for \$60,000, and several of the employees, who have been with the house a number of years, are admitted into the corporation. The change makes no difference in the management of the business. Frank I. Jacobs, who formerly had charge of the butter department of this firm, but retired a number of years ago, is about to move to Los Angeles.

Dates for Minnesota Contests.

J. G. Winkjer, state dairy and food commissioner, has announced the dates for the educational contests of the Minnesota Butter and Cheese Makers' Association. There will be six prize contests during the year, and the dates on which the butter and cheese entered must arrive in St. Paul follow: May 22d, June 26th, July 24th, August 21st, September 25th, October 23d.

1859

1914

Chas. P. Mecabe & Son

BUTTER, CHEESE and EGGS

17 Jay Street, NEW YORK

REFERENCES: Irving National Bank, New York. Fidelity Trust Co., New York.
The Creamery Journal.

Iowa Meeting to be Held in October

DAIRY ASSOCIATION ACCEPTS CATTLE CONGRESS INVITATION

The executive committee of the Iowa State Dairy Association held a meeting in Des Moines at the office of Dairy Commissioner Barney on the 14th, and those present were President W. B. Quarton, Secretary Ross and Treasurer Sadler. State Dairy Expert Estel attended also, and when the matter of deciding upon the time and place of the next convention came he represented the Waterloo Dairy Cattle Congress. The same proposition as last year was made to the association—\$600 cash, entertainment of officers, suitable convention quarters, free admission to members, etc.—and the committee unanimously voted to accept it. No bids were made by any other city. This is certainly a liberal offer, and the officers feel that it is for the best interests of the association to accept it.

The program, of course, was not made out, but the convention feature was thoroughly discussed. It was realized by the committee that the past two meetings, so far as the convention sessions were concerned, were not successful. The programs were excellent, but the side attractions were too great and the attendance at the meetings were small.

In view of past experiences and developments, some changes will be made this year in the hope of restoring the educational value of the convention proper. It was the general consensus of opinion among the committee members that, in view of the fact that the Iowa Buttermakers' Association was so firmly established now, that the

Iowa State Dairy Association should arrange a program which would appeal especially to the dairy farmer—the men who own and milk the cows. Heretofore the programs have been devoted more to buttermaking subjects, and it has been impossible to get any number of farmers to attend the meetings. This year the committee decided to arrange a program of direct interest to the farmer. They want it understood that they are not in any way overlooking the interests of the buttermaker. In fact, their interests, they believe, will be best served by getting creamery patrons interested in the convention. An effort will be made to get one of the best available soil experts to deliver a lecture, and subjects such as feeding, breeding, the raising of alfalfa, etc., will be handled by men of nation-wide experience. There will be addresses relative to co-operation among creamery patrons, and other subjects which will tend to broaden the knowledge of the creamery patron and get him interested in milking better cows. It is believed that educational work of this kind will do more towards improving dairy conditions in the state than any other thing at the present, and the creamerymen of the state will be asked to co-operate with the committee in the way of creating interest in the convention among their patrons.

Although it has not been definitely decided, the association committee is going to ask The Dairy Cattle Congress officials for the privilege of holding one session a

day in the judging arena. Ample seating capacity is easily available. If this privilege be granted, it is planned to hold three sessions, and each one to be especially devoted to the various breeds of cattle. For instance, it is planned to make up one session to include an address by some prominent breeder of Holsteins. All Holstein breeders in the state will be invited to attend on this particular day. A live-cow demonstration lecture it is planned will be given at each session, and a cow from all three breeds will be used during the three days. Following the program each day, the show managers will be asked to parade all the cattle of the breed featured in the program. In this way, it is believed sufficient interest will be created to restore the educational value of the convention.

The usual butter contest will be held and an effort will be made to get out the largest exhibit ever made. There will be a buttermakers' judging contest with liberal and attractive prizes.

It is probable that the association will hold a market milk contest, to be conducted under the direction of the state dairy commission.

E. S. Estel was instructed to confer with Prof. Bishop, state leader of the boys' and girls' work being done by the college, in regard to co-operating with him in dairy educational work for the young people.

Another meeting of the committee will be held in Waterloo early in June, at which time the program will be completed and other matters settled.

The Litchfield (Minn.) Creamery Company has been authorized by J. G. Winkjer of the state dairy and food department to use the state brand for butter and cheese.

Bigger Butter Profits



Without materially adding to the cost of your butter you can add to the price you get for it by wrapping it in

Paterson Pioneer Parchment Paper

It protects it from dust and dirt—keeps it fresh—makes it bring a better price.

Write for free book, "Better Butter"; every dairyman should read it.

THE PATERSON PARCHMENT PAPER CO.
42 Eighth St., Passaic, N. J.

W. F. Drennen & Co. BUTTER

37 South Water St., PHILADELPHIA

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

A Pioneer In Iowa Dairying Gone

I. MITCHELL, AFTER PATIENT SUFFERING, SUCCUMBS

I. Mitchell, of Vinton, Iowa, is dead. This will be sad news to his many friends who have been expecting the end for weeks. "Irv," as he was familiarly known to his army of friends, died Tuesday forenoon, May 12th, at 11 o'clock. He had been in poor health for several years but looked after his work and personal business affairs faithfully until last fall. He spent the winter months at San Antonio, Texas, but was benefitted little, if at all. He was confined to his bed nearly all of the time after his return from the south about two months ago.

"Irv." Mitchell was born in Sandusky county, Ohio, April 16, 1846. His father was a native of that state and his mother, who was a great favorite with him and received every possible attention from him up to the time of her death about two years ago, was a native of Vermont.



I. Mitchell.

In 1865 he was married to Miss Lucinda Lichty at Fremont, Ohio. Mrs. Mitchell, with one daughter, Dedie, and two sons, Jay, of Vinton, and Ollie, who was associated with his father in the canning business at Waverly, where he resides, his sister, Mrs. I. M. Garn, of Vinton, and his brother, L. A. Mitchell, of Sioux Falls, S. D., survive.

In the spring of 1863 he enlisted in Co. H, 169th Ohio Volunteer Infantry and served until he was mustered out nine months later.

In 1874 he started the Vinton Creamery Company, at Vinton, Iowa, and built what was, as near as we can find out, the second creamery in the state. The business grew, and I. Mitchell & Co. opened branches at Greene, Spirit Lake and North English.

In 1875 he moved to Vinton and engaged in the poultry, butter and egg business.

It is a notable fact that the first refrigerator cars ever operated on the old B., C. R. & N. Railway were built by "Irv." Mitchell for his own use, from box cars. They did well enough for a time. But something better was needed, so "Irv." leased six cars from the Star Union line, using them as pick-up cars, gathering products from the various branches, sorting, classifying and reloading at Vinton, and sending the cars on east.

During this time Mr. Mitchell was looking after the dairy interests of the B., C. R. & N. in a "fatherly sort of way;" and in 1888 they made him dairy agent. It is in his work with the old B., C. R. & N. and its successor, the Rock Island, that Mr. Mitchell has shown his strength. He is given credit for having located every creamery

on the old B., C. R. & N. line, and many a creameryman has a story he might tell of the help of Mr. Mitchell in the early days of creamery struggle. Mr. Mitchell saw the dairy business of the B., C. R. & N. jump from nothing to 35,000,000 pounds a year, and 24,000,000 to 25,000,000 pounds a year of eastbound freight.

It was "Irv." Mitchell who put through the cheap rate to Topeka for the National Creamery Buttermakers' Convention in 1898, and to Sioux Falls and other points later.

Mr. Mitchell to the day of his death proudly wore the beautiful, heavy gold watch chain, Elk charm and cigar cutter, diamond set, given him by the New York commission men who were present on the Topeka trip. The gift was sent to Fred L. Kimball and presented to Mr. Mitchell at a banquet at W. W. Marsh's new home in Waterloo, just after its completion.

When the B., C. R. & N. was sold, the Rock Island retained Mr. Mitchell, making him general dairy agent of their entire system.

Nearly everybody in the creamery business knows "Irv." Mitchell, and many there be who will always remember him for a friendly boost or some kindly help when help was needed. The bigness of Mr. Mitchell was known to many and his benefactions could not be measured in a monetary sense. While his family and relatives were his first consideration, many others were the recipients of his kindly acts and help, these benefactions being extended from infants to the oldest citizens of Vinton.

In recent years Mr. Mitchell has made large investments and taken a great deal of interest in the corn canning business and held a majority of the stock in the Kelley Canning Company of Waverly, which company also owns factories at other points.

The funeral was held from the home, the services being conducted by Rev. L. A. Swisher, of the Methodist church. The burial was at Evergreen cemetery. The P. M. Coder Post, G. A. R., attended in a body and there was a large delegation from the Elks lodge at Cedar Rapids present. Many railroad men who were friends and associates of Mr. Mitchell attended the funeral.

Iowa Meeting in June.

Henry Hansen of Cylinder, Iowa, who is secretary and treasurer of the Palo Alto County Buttermakers' Association, advises us that this organization will hold its next meeting at Mallard, on Thursday, June 4th. E. S. Estel, the state dairy expert, has promised to come and give an illustrated lecture. Addresses will also be made by T. A. Clarke and L. P. Anderson, inspectors for the state. All buttermaker members of the organization are requested to bring a jar of butter for scoring, and, naturally, if there are any buttermakers in the community that are not members they are urged to come, meet their buttermaker friends and get into the organization.

The Peter Fox Sons Company, with headquarters at 168 west South Water street, Chicago, are a strong butter house. They handle all grades but make a specialty of extras. "Prompt returns and a square deal—not once in a while, but always," is their motto.

Very Nearly All the First Prizes this Season

were won by users of our Culture. Not only the First but, also the Second prizes, were awarded our customers.

We print part of the list below and will continue in succeeding advertisements until the whole list is published.

IOWA STATE FAIR

Cream Class

1st—W. H. Anderson, Algona.....	97.5
2nd—H. Soballe, Coulter.....	97.25

SOUTH DAKOTA STATE FAIR

1st—J. L. Jensen, St. Onge.....	94.
2nd—H. W. Gregory, Brookings.....	93¾

WISCONSIN STATE FAIR

1st—L. L. Bolstead, Basco.....	96.16
1st—I. W. Stryker, Nashotah.....	96.16

MASON CITY FAIR

Milk Class

1st—Alf. Camp, Owatonna, Minn.....	97¾
2nd—F. W. Bremer, Sumner, Iowa.....	97½

Cream Class

Mrs. A. B. McLaughlin, Elgin, Minn.....	95
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(To be continued)

MINNESOTA STATE FAIR

1st—Emil G. Oman, Delano.....	95
2nd—A. J. Anderson, Otisco.....	94¾

MICHIGAN STATE FAIR

1st—Floyd Henderstolt, Parma.....	98
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NORTH DAKOTA STATE FAIR

1st—A. J. Hed, St. Hilaire, Minn.....	94
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ILLINOIS STATE FAIR

1st—A. J. Spohn, Morrison, Ill.....	95.16
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TEXAS STATE FAIR

1st—P. Christensen, Cushing, Minn.....	95½
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INDIANA STATE FAIR

1st—H. H. Whiting, Cedarburg, Wis.....	96
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CALIFORNIA STATE FAIR

1st—Suisun Creamery, Suisun, Cal.	
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ELOV ERICSSON CO., 1098 Lexington Ave., St. Paul, Minn.

Iowa Educational Contest

Prof. M. Mortensen, professor of dairying at the Iowa State College, Ames, in turning in the report of the scoring in the April Iowa Educational Contest, says that no scores below 92 in the gathered cream class and 93 in the whole-milk class will be published hereafter except by special request. Prof. Mortensen still finds there is a great difference in the salt content of the butter. Some of it contains less than 1 per cent, whereas other samples contain as high as 5 per cent. He urges the importance of the use of the salt test. And the suggestion is made that every buttermaker should be equipped with one of the tests so as to be able to make salt determinations as well as moisture determinations daily.

Those entering in the April contest and scoring as given out for publication are as follows:

Whole-milk Class.

T. E. Sadler, Oelwein.....	95½
W. H. Eischeid, Waucoma.....	95
Alton Brannon, Lawler.....	94
W. E. Redman, Montrose, Minn.....	94
F. W. Stephenson, Oelwein.....	93½
J. J. Brunner, Strawberry Point.....	93½
Carl Hovland, Lake Mills.....	93½
Roy Scoles, Fredricksburg.....	93
H. C. Stendel, Scarville.....	93
E. Brandt, Fairbanks.....	93
Guy Noble, Ames.....	93
H. P. Chapman, New Hartford.....	93
W. H. Chapman, New Hartford.....	93

Gathered Cream Class.

R. E. Clemons, Burt.....	95½
F. D. Warner, Northwood.....	94½
W. H. Anderson, Algona.....	94
Henry Hansen, Cylinder.....	93½
C. B. Peterson, Exira.....	93½
S. S. Hudson, Titonka.....	93½
Chris Lundberg, Greenfield.....	93
John Christensen, Thornton.....	93
C. W. Green, Hartley.....	93
J. E. Vandermeer, Orange City.....	93
G. J. Gudknecht, Owasa.....	92½
H. Soballe, Coulter.....	92
F. C. Hinze, Hanlontown.....	92

Sounds Warning.

Michigan boarding house keepers, restaurants and hotels may save themselves heavy fines and possible imprisonment by heeding a warning issued them by J. J. Brady, collector of internal revenue, against making use of oleomargarine shipped to individual consumers by a large Chicago corporation, in which is contained a small vial of coloring matter used in giving oleo the appearance of butter. The revenue department has had trouble with this firm on several occasions and more is expected as the result of the appearance of demonstrators in Detroit who have been showing purchasers of the oleo how the product may be colored with the aid of the fluid. While it is within the right of the individual housewife to purchase and use coloring matter contained in these packages, Collector Brady desires to issue a note of caution to keepers of boarding houses, hotels and restaurants who may be misled into thinking they would have the same privilege as one who buys such product for private use. Any person engaged in the business of purveying food in any manner, who uses the coloring matter contained in the packages, is liable to a tax of 10c a pound.

English Market.

Our Copenhagen correspondent, writing under date of April 29th, says: "We have continually glorious, sunny weather, though still rather cool. The butter market is dull and depressed, sales cannot be made unless at heavy sacrifices in prices, and, on spot, lots of choice butter can be had shillings below cost prices. Another substantial official drop in prices will be required to bring about an improvement, and it is today probable that the quotation will be reduced 3 to 4 kroner tomorrow."

The northern markets are reported quieter, buyers all holding off in anticipation of a fall in quotation. Stocks not cleared. At Manchester the demand was very dull and disappointing; buyers declined to follow the basis advance, and only operating for bare requirements. Market closed weak, with stocks not cleared. Colonial butters remain steady, at unchanged values.—Dowdall Brothers.

H. R. Aiken, representing Edson Brothers, the big butter merchants at 110-112 Dock street, Philadelphia, is in the west and has been for several weeks. His first work was done in Kansas and Oklahoma. Here he finds a good many small creameries either shipping their cream to larger plants or printing their butter and putting it out under the purchasing creamery's brand. Pasture everywhere looks good and prospects are bright for a make of satisfactory size. After calling on a few plants in Iowa he went on to Minnesota.

That the creamery business in Iowa is receiving renewed strength is shown by the statement of W. B. Barney, state dairy and food commissioner, that 10 southern cities and towns are preparing to establish creameries. Mr. Barney has sent a third inspector into southern Iowa to assist the business men there who are contemplating the building of creameries.

The officers and directors of the Culbertson (Wis.) Creamery and Provision Company recently let the contract for the erection of their new creamery. The material and equipment will cost about \$4,500. It is hoped to be ready to operate early in July. The building is to be 22 by 50 feet with an ell 20 by 22 feet.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, MAY 15, 1914.

HATS OFF TO THE BANKERS.

As a rule, no class of business men are quicker to sense a proposition that is worthy of encouragement than are the bankers. And, as a rule, no class of business men are quicker to see a proposition that shouldn't be encouraged than are the bankers. All of which, however, is not intended to say that a banker is always right. Agriculture is the foundation of our prosperity. Everybody ought to know that. The banker does, if the rest of us don't. And agriculture needs to be encouraged. Bankers, individually and through their associations, the country over, are lining up for the encouragement of dairying. And where the bankers are leaders, men in other lines of business quickly follow. Here are a few cases in point:

Down at Afton, Iowa, where State Dairy Expert Estel has been busy, there is much enthusiasm over the silo question. The bankers of the town, to encourage the proposition, have agreed to loan money for the erection of silos, the notes to be due in one year with no charge for interest. An arrangement is also being made there for the loaning of money for the purchase of dairy cattle.

In Duluth, Minn., the commercial club has arranged for a good many thousand dollars to be loaned to farmers who need it and will use it for bringing dairy cattle into that section, feeding and milking them there.

The other day there came to Waterloo from

Utah a business man who also knew cattle. He had been given orders for a few dairy cattle by individual dairymen in his section, and the local business men's organization had instructed him to fill up the two cars with good dairy stock and bring it back, the merchants furnishing the money and planning to place the cattle with farmers who could use them to advantage.

In many cases, even right here in Iowa, and in recent years at that, creameries and condenseries have brought in dairy cattle and financed their purchase and the sale of them to local farmers. In the far west this practice has been and still is quite common.

The business men of the country are quick to see the advantages of dairying—and, pity it is, that oftentimes they see these advantages so much quicker than does the farmer. If it hadn't been for the support of the business man—the banker and the merchant—many a creamery would never have been built. The farmer would have been too slow to see the light, and too suspicious of his neighbor to ever unaided get together with him.



Iowa's dairy and food commissioner, W. B. Barney, has given to his office the great good judgment and hard and sound business sense supervision that he has expended on every bit of work he turns his attention to. The department is strong, efficient, 'capable, industrious, well organized. Recently, Mr. Barney has been calling all his field men in twice a year for a few days' convention, conference and inspirational discussion. At the last session, H. B. Shepard, general manager of the Warfield-Pratt-Howell Company, wholesale grocers, delivered an address, the keynote of which was that, since the cost of living is proportioned, or should be properly, to the size of one's bank account, the really important question to be discussed is the cost of existence. We print extracts from Mr. Shepard's address elsewhere in this issue, and commend a reading of it to our people. Mr. Barney's get-together sessions have been very helpful to his force and of value to the service. The plan is to be commended to like officials in other states.



Before any more argument, let's all make up our minds that Mason City, Iowa, will entertain the next convention of the National Creamery Buttermakers' Association. It isn't a question now of whether it is a good place to go, because it's going there. The thing to do is to make it a good town for the convention. It is already a good town, centrally located in the heart of the greatest dairy country in the United States, and if its citizens say they will take care of the multitudes they will do it. So when you mention it to a friend and neighbor, boost for the convention. We'll all get plenty to eat and a comfortable place to sleep, so what else matters?



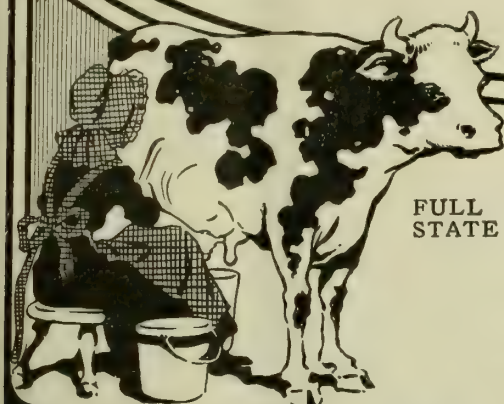
You had better order those screens!

Color Your Butter and Better Your Income

BUTTER SELLS ON ITS LOOKS

Dandelion Brand Butter Color

gives butter the true June hue and
makes it bring the top price.



We guarantee that Dandelion Brand Butter Color is **PURELY VEGETABLE** and that it meets the **FULL REQUIREMENTS OF ALL FOOD LAWS, — STATE AND NATIONAL.**

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Swift's Des Moines Plant.

Swift & Co. are building a creamery on East Second street in Des Moines, Iowa. It is reported that when finished it will be one of the largest creamery plants in the state. The building will be four stories high, fire-proof, will cover an acre of ground and employ a good many people. The creamery will be on the first floor and is to have a capacity of 10,000 pounds of butter per day. The second floor will be used for handling and storing eggs. The poultry will also be dressed on this floor. The cold storage will be located on the third floor. Feeding pens will be provided for 40,000 birds, these located on the fourth floor. The poultry will be fattened on butter-milk and other by-products of the creamery department and the building will be fitted with the latest appliances and machinery.

Dr. Charles E. North, secretary of the national committee scientifically investigating milk, said in New York recently with reference to the work of his organization—and especially their recent investigations of ice cream: "Our idea is to establish standards both for the ingredients of the cream and for the cream itself after it is made. We have found that the ingredients may be pure, but the finished product full of germs which it has caught from the vessels in which it is stored and from the air. The average ice cream is dangerous because only cream which could be used for no other purpose is used to make it. It is very likely the methods in vogue in Omaha, where they use frozen butter and powdered milk, and in Detroit, where both butter and milk are frozen, are used here." Freezing doesn't kill the germs in the cream, accord-

ing to authorities, and the idea that it does has been partly responsible for the slackness with which the situation has been handled.

State Dairy and Food Commissioner Barney of Iowa announces in a recent bulletin that there are two methods for making ice cream cones. By one method the cones are moulded and baked in metal forms. By the other method the cone is moulded in forms and dried. The second process does not cook the raw material, as no heat is used. A product of this nature, according to the commissioner, is not properly prepared for eating, is indigestible and the sale and use of this sort of unbaked cone will hereafter be objected to by the pure food authorities in Iowa. We presume that from this time on we will have to be "looking for the label" on the ice cream cones.

Creameries and cream stations which have been using scales which test one, two, four, six and 12 bottles of cream at a time must hereafter do all testing on the single bottle scales, according to an order issued by Food Commissioner Harman of Nebraska. His reason for doing so is that the scales used for testing cream are very sensitive, and in case one bottle does not come up to the standard or weighs above the requirements, all the other bottles weighed at the same time will suffer or gain correspondingly.

At a recent meeting of stockholders of the Jacksonville (Ill.) Creamery Company, J. Nelson, of Peoria, was elected a director and assistant manager of the company. He also acquired the stock formerly held by

J. V. Breckon. Mr. Nelson is identified with the Peoria Creamery Company and is a man with a large and successful experience in the creamery business. He will devote a part of each week to the Jacksonville creamery.

Otto F. Guderian, who looks after the outside interests of the Higley Company at Mason City, Iowa, in company with George C. Johnson, who has also been with the Higley Company the past five or six years as buttermaker, have purchased a creamery at Markesau, Wis. Mr. Johnson has already tendered his resignation and gone to Wisconsin, but Mr. Guderian will remain in Iowa till July 1st. He will have the business end of the new firm. Both are reliable, experienced and competent creamery men, and will make a big success.

Guy M. Lambert, who has been with the United States Department of Agriculture, located at 318 Federal building, Salt Lake City, Utah, advises us that he is now opening a combined milk plant and creamery at Newton, Iowa. The concern will be known as the Dairyland Dairy Company.

J. M. Vye, who was for some years secretary of Minnesota School of Agriculture, has lately been appointed an agent of the Bureau of Markets, United States Department of Agriculture. Mr. Vye is now visiting the markets, making a preliminary survey of general marketing methods.

At the annual meeting of the Ridge Farm Creamery Association at Ridge Farm, Ill., the report showed that last year they made 143,076 pounds of butter and did an annual business of \$39,950.30.

John J. MacDonald

13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I. Swift, Mgr.
Butter Depart-
ment. For-
merly with
Stephen
Underhill

ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western
Representative,
F. A.
Salisbury,
Vinton,
Iowa

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

Award of Diplomas.

Announcement was made recently of but-
ter and cheesemakers who are entitled to
diplomas this year from the University of
Minnesota. These diplomas are awarded
to butter and cheesemakers who have taken
the Dairy School course, and who in addi-
tion have, in their operation of creameries
or cheese factories, attained special distinc-
tion in the art of dairy manufacture. They
are men who have used every opportunity
to improve their efficiency by sending their
manufactured products to the educational
contests, and who have proven themselves
first-class, successful workmen: F. B. An-
derson, Farwell, Minn.; S. B. Bayer, Fort
Ripley, Minn.; Harrison H. Blaine, Bliss-
field, Mich.; Carl W. Carlson, L. B. 232,
Finlayson, Minn.; Aaron Domes, Box 72,
Le Sueur, Minn.; Will H. Donney, Cologne,
Minn.; C. L. Gulsvig, R. F. D. 2, Kerk-
hoven, Minn.; Leon Hair (cheese), Pine
Island, Minn.; A. J. Hed, St. Hilaire, Minn.;
Dudley K. Herrell, Fall Creek, Wis., care
of Ludington Farmers' Creamery Co.; F.
W. Hedke, Norwood, Minn.; W. J. Kurth,
R. F. D. 1, Buffalo Lake, Minn.; Fred
Lehmborg Jr., Hills, Minn.; Sverre Loveid,
Strandquist, Minn.; E. D. Lyman, Redwood
Falls, Minn.; H. W. Miller, Lakeville,
Minn.; Frank J. Nagel, R. F. D. 3, Dassel,
Minn.; O. O. Nyflot Jr., Lake City, Minn.,
R. D.; Geo. W. Peterson, Box 42, Shafer,
Minn.; John T. Scott, St. Charles, Minn.;
Louis E. Schuster, care Midway Creamery,
Owatonna, Minn.; A. Slaughter, Benicia,
Cal.; Hilmer L. Stenberg, R. F. D. 5, At-
water, Minn.; John T. Roch (cheese), Zum-
brot, Minn.; C. L. Walther, Box 152, Wal-
dorf, Minn.; F. D. Warner, Northwood,
Iowa.

Openings for new creameries, that appear
to the local people at least to be good, are
reported at Casselton and Cando, N. D.
There has previously been a creamery at
Cando and at a meeting of the association
recently they voted to give a responsible
man the use of the building and all the
equipment free of rent or other considera-
tions, he being only expected to keep the
property in shape. It is suggested that ice
cream be manufactured at this plant and
eggs handled also.

Ed C. Lasater is doing his part towards
stimulating the dairy business down in Tex-
as. He probably owns the largest herd of
Jersey cattle in America and has in his
bunch some of the highest priced and best
individuals in this country as well as great
producers. Just now a number of the towns
in Texas are running special trains of busi-
ness men to inspect his dairies, creamery,
etc., the thought in view being to encour-
age the dairy industry in the great south-
west.

A community co-operative laundry is to
be established in Polk county, Wis., in con-
nection with the local co-operative cream-
ery. This is the result of the offer of \$300
for such an enterprise by a local banker
and a like prize by Professor Henry of the
State Agricultural college. The laundry is
to be organized along the same lines as the
one at Chatfield, Minn., which has been in
successful operation for the past year.

Charles P. Mecabe & Son, of 17 Jav
street, New York, are such old and estab-
lished and reliable and well known people
that it is a pleasure to carry their adver-
tisement. This house was organized back
in 1859 and is today enjoying a most suc-
cessful business, having progressed with
the years. They handle butter, cheese and
eggs.

C. A. Hall has made preparations to care
for the ice cream trade in Vinton, Iowa,
and vicinity this summer in good shape.
His equipment is of sufficient size for the
storage of 360 gallons of bulk and 40 gal-
lons of brick ice cream. He has just com-
pleted storage refrigeration in his sales
room for a large amount of brick cream.

H. A. Churchill has sold his creamery
at Bakersfield, Vt., and also the one in
East Fairfield to H. P. Hood & Sons who
took possession May 1st. Mr. Churchill
will act as soliciting agent in the territory
of Swanton and Cambridge. Frank Brady
will continue with H. B. Hood in the East
Fairfield creamery.

The Farmers' Co-operative Creamery
Company at Minot, N. D., which completed

its organization recently, has purchased a
fine site. The lot is 130 by 130 and will
accommodate several large buildings, prob-
ably to be constructed of brick or stone.
The articles of incorporation have been
completed and it is expected that construc-
tion will start within a very short time.

The Sheridan (Wyo.) Creamery and Cold
Storage Company has been incorporated
with an authorized capital of \$25,000. The
purpose is to manufacture butter and ice
cream and deal in dairy products. The in-
corporators are Charles Oviatt, T. Bryant,
C. W. Garbutt, L. F. Johnston, William H.
Wallace and C. L. Hoag.

The Haskell State School of Agriculture
(Broken Arrow, Okla.) report that they
have no trouble in placing all students com-
pleting their 10-weeks creamery course at
\$85 to \$90 a month to start. The course
opens early in January each year.

Patrons of the former creamery at Pop-
lar Ridge, N. Y., conducted by the Elgin
Creamery Company, have agreed to accept
75 per cent of the amount of their claims
against the company.

A. Slaughter has recently changed his ad-
dress from Brady, Mont., to 108 Fifth
street, Petaluma, Cal.

Want Clearings

POSITION WANTED—By Danish buttermaker
with ten years' experience in whole-milk and hand
separator plants. Dairy school graduate. Understand
all up-to-date methods and can furnish A No. 1
references. Can come on short notice. Please state
wages and full particulars in first letter. Address
H. C. Jochumsen, Bark River, Mich.

POSITION WANTED—By buttermaker with three
years' experience. Have also taken a course at the
Wisconsin Dairy School. Understands all up-to-date
methods required to operate a factory. Can furnish
satisfactory reference from employer. Please state
wages you are willing to pay good man. Address,
A. W. Johnson, Taylor, Wisconsin, R. 2, Box 48.

IN ORDER to reduce the number of our plants,
we will sell two or three located in Iowa, one in
southern Wisconsin. This is an opportunity for a
buttermaker who understands his work, to get into
business for himself. For further particulars, ad-
dress J-68, Creamery Journal.

FOR SALE—An established milk business that is
growing very fast. In the finest climate in the
south. Equipment all new. Nothing better. If you
have some money I can turn over to you a paying
proposition. Act quick. "Milk Business," care of
The Creamery Journal

FOR SALE OR RENT—Good brick creamery
building with up-to-date machinery including refrig-
erating plant. County seat town. Good chance for
live buttermaker. J. H. Platt, Montezuma, Iowa.

BRUSH RUNABOUT—Good condition. Top, side
curtains, mud chains, five lamps; color, battleship
grey. Fine for mail carrier or city use. One cylin-
der, three speeds. Would be fine for telephone line
men or anything of that nature. Price \$200. A. L.
Landis, Colesburg, Iowa.

FOR SALE—Creamery plant and business at
Plover, Iowa. Has run continuously summer and
winter for fifteen years. Splendid opportunity for
a good buttermaker wanting a business of his own.
Write, H. Fitzgerald, Plover, Iowa.

FOR SALE—Ice machine, 4-ton Barber com-
pressor, complete with brine tank, condenser, etc.,
all ready to run in good shape. Will be sold cheap.
Address Fulton Creamery Co., Fulton, Iowa.

HELPER POSITION WANTED at once by
Danish buttermaker. State wages and give particu-
lars in first letter. Address V. Hansen, Grand View
Station, Des Moines, Iowa.

THREE SETS milk and milk sugar condensing
machinery for sale. Apply Box K, The Creamery
Journal.

A GOOD CREAMERY for sale at a bargain.
Address J. A. Martin, Norman Station, Indiana, R. R.

Saves Every Grain of Butter

The R. B. Disbrow Churn and Worker churns clean. Each churn is equipped with the R. B. Disbrow Patent Strainer Faucet for drawing off the butter-milk.

This saves every grain of butter and means increased profit for the owner.

It adds at least \$50.00 to the profit-making possibilities of each churn.

The butter-milk that comes from the ordinary churn often represents a big waste of butter-fat.

Churning, salting and working are all done inside the R. B. Disbrow Churn—with one short operation—quickly, easily, efficiently, in the most sanitary manner possible.

Butter is all worked between a pair of positively driven rolls near the center of the drum—at each revolution; no loose heads or stuffing boxes for butter or cream to lodge behind.

The R. B. Disbrow CHURN and WORKER



GEARLESS — NOISELESS — SANITARY

Read What
Creamery-
men Using These
Churns Say About
Them

R. B. Disbrow Churns are driven entirely by sprocket chains—no gears, no noise.

Materials are of the best—the entire frame is cast—the pipe is all steel—all the metallic parts that come in contact with butter or cream are Genuine Hot Process Galvanized. Everything we claim is made a part of our guarantee to you.

"We find this churn to be a churn of quality, well made, a clean churning and good worker, working even as small as 100 pounds in good condition."

"It is also a very convenient churn to get the butter out of, as it leaves the butter in a solid mass at the doors."

"Our Buttermaker, Mr. T. F. McMillin, is greatly pleased with this churn."

J. R. NEWBERRY,

Secy. and Treas. Newton Creamery Assn., Newton, Ill.

"The R. B. Disbrow Gearless Churns we put in last August are O. K. After using them six months I like them better than ever, as I have made 150,000 pounds with them. Our make was over 400,000 pounds last year. That kind of a run will bring out what is in a churn."

F. W. STICKMAN, Buttermaker,
Ionia Farmers' Creamery Assn., Ionia, Iowa.

Write today for complete particulars about this profit-making, labor-saving machine.

MINNETONNA CO., Dept. C-5, Owatonna, Minn.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

Some time ago I wrote, in answer to a question as to the advisability of ripening sour cream after it had been pasteurized, instead of adding the starter and cooling it down to churning temperature and holding that way, and I stated my views and said we would make some churnings with ripening and see if it did seem to improve the quality any.

Well, after trying it awhile we decided that it was not the best way to handle sour cream, and we have gone back to the method of pasteurizing and adding the starter when the cream has reached around 80 or below in the cooling process and cooling right on down to churning temperature.

We were only pasteurizing to 145 and holding 15 minutes, but we tried 150 and held 30 minutes—that is, counting from the time the cream reaches 140—and find that this helps our quality quite a bit and feel sure that it is much more of an improvement than the ripening of the cream.

The extra heat and the added time for aeration seems to give a better keeping quality and a cleaner flavor, and these are both very important points, especially this year, when the markets are so much more particular regarding the quality of the butter.

From the way the markets are acting it does not seem that we need fear the importations of butter from foreign countries, for I am told on reliable authority that

there has been only something over 5,000,000 pounds imported altogether so far, and we read last week that the shrinkage in April alone of the oleo output was over 2,500,000 pounds, so you see the consumers are turning to butter; and if we keep the prices steady and do not get above 30c, New York, for fancy butter I believe the consumption will continue to be heavy with the prices not high enough to cause much importations but still high enough so the farmers will not all turn their calves out with the cows rather than milk, as many are talking of doing and as some have actually done around here. If many do this it will make quite a cut in the supply of butter going to the markets this summer and will have a tendency to hold storage butter up higher than some have been prophesying all along thus far.

I have an idea that the lower prices have already turned some into letting the calves run with the cows and kept others from milking as many as they otherwise would, and I should not wonder if, taking it all through, it will lower the production about one-fourth from what it would have been if the markets had stayed as in former years (that is, late years). It has not been so long ago when prices were even lower than this along about this time or a little later.

Of course, with high-priced feedstuffs and high-priced cows (even the scrub cows are, or were, high priced) it is little won-

der that the farmer kicks at the prices which are lower than he has been used to for several years, and even though the market should stay up and advance, it would take some time before the effects of what has already been done will be overcome.

On the other hand, if farmers had cows that were producing what they should, they would make good money at present prices.

A circular issued by W. B. Barney, State Dairy and Food Commissioner of Iowa, whose headquarters are at Des Moines, and which he is ready to supply in quantities needed, reads as follows: "Warning Issued by State Dairy and Food Commission: Wash every container immediately when emptied. The sanitary law of the state of Iowa requires all utensils used in handling food products to be kept thoroughly clean. Failure to obey is punishable by a fine of \$10 to \$50. Milk and cream decompose rapidly, forming products highly injurious to health. Decomposition of milk or cream renders the container filthy and foul, causing the owner great labor to thoroughly clean it. The container may come to you again. You will expect it to be sweet and clean. The owner should expect it to be sweet and clean when it is returned by you. When empty wash immediately. This will save somebody a disagreeable task and may save some one's health. Do unto your dealer as you wish your dealer to do unto you."

S. VanderVeen, who is now buttermaker for C. O'Neil's creamery at Waupeton, Iowa, writes that they are getting in cream of remarkable quality, and he finds the products of the plant there first class in every respect.

WE WANT MORE BUTTER

All Grades—Principally Extras

OUR PROPOSITION

NO MORE Full Value
Full Weight **NO LESS**

PROMPT RETURNS **A SQUARE DEAL**

Not Once in a While, but Always

Ship Us Now. **Results Count.**

The Peter Fox Sons Co. 168 W. So. Water St., Chicago

Established 1897.

Financial Responsibility Over \$100,000.00

REFERENCES: National Produce Bank, Chicago. Any Commercial Agency. The Creamery Journal.

THE MARKETS

NEW YORK.

Prices Hardening—Storage Prices Parallel of Egg Prices—Quality Improving.

[By The Creamery Journal Staff Correspondent.]

Despite the losses on held butter in the season just closing, there are many indications which point to a higher market in June, and many operators are now talking of 23@25c for June extras. During the past two weeks, when the tendency of the butter market should have been towards lower levels, there has been a hardening in prices and some operators think that the butter market will be a parallel to the egg deal this spring. In spite of the conservative attitude of the trade in general all over the country, eggs went into the coolers during April at much higher prices than were preached at the annual spring conventions in the west in March. It is feared that this June the butter market will be worked to a high level, not so much on account of the activities of the regular butter receivers, but because of the buying which the meat companies undoubtedly will do during the flush. This year it was the general attitude of the meat trusts to hold off from buying eggs with the expectation of getting lower priced stock the later part of April or early in May. This policy proved an unwise one and the meat companies in consequence did not get the low priced eggs which they figured upon, and it is understood that an entirely different policy will be followed this season in the butter game. Receivers understand that the meat trust expects to go into the butter deal as heavily as possible and to get what stock it requires even if it has to pay stiff prices for it. The idea is to get the cream of the make and thus have the bulge of the market as far as storage butter is concerned.

While a great many operators do not think that it is safe to put away June butter above 24c, there are shippers who believe that it will be impossible to get much below 25c. Already representatives of many of the eastern houses are in the butter districts in the west and there is evidence now of keen competition which will

result in high butter prices during June. Even the report of the associated warehouses for May 1st, covering 46 refrigerating plants and showing an excess of 8,834,000 pounds over the same date a year ago, has not acted as much of a damper on the June business as expected. At present there is very little activity in the held butter line and the deal, so far as its importance goes, is over for the season. Fresh butter is increasing in supply and the quality as a whole shows much improvement. Already there is grass butter and as the season advances the quality will show continual improvement. This has shown its effect on the held butter market by killing what little trade existed for goods of that character. Even low prices will not attract purchasers and owners of held stock have come to the conclusion that their only salvation is to hold this butter over until next year. In order to get around the cold storage laws in the state where the butter is held, some of it will be reshipped to other points. At present there is quite a quantity of Pennsylvania cold storage butter in the coolers of New York marked unfit for human consumption. This butter was branded in Pennsylvania after it had been held in the coolers longer than eight months. While this butter can be sold in New York on account of the 12 months' period, the branding of it will materially affect its sale. There is very little fine held butter left as the bulk of the holdings is of the cheap undergrades or of seconds and thirds in the creamery line. It would be an absolute impossibility to market what butter is held in New York before June 1st, and there is a good deal of uncertainty as to the rights of the trade in reshipping this stock to New England or other nearby sections for storage until next year. On account of the strict Pennsylvania law, it is not believed that any of the butter held locally can be re-stored in that state with the privilege of selling it next year.

An excellent make of butter is predicted by all of the operators who have been through the west. Pastures in most sections have advanced and are in excellent shape on account of plenty of rain and warm weather. So far receipts here have not materially increased as they are on a par with a year ago, being 48,666 packages last week. On account of the weedy and

garlicky flavor which has been common in most of the fresh receipts, there has been a strong market on the top grades and anything that would come within this compass has been sold readily at even firmer prices than existed 10 days ago. As usual at this season, the quality of current receipts shows a wide range. In many sections farmers have more ensilage than common and some of them have not turned the cows to pasture as early as common so that the flow of milk in sections operating along these lines has not been as good as where the cows have been in the open fields. From now on, however, there will be a gradual change in the quality and much improvement will be apparent.

The low prices of butter this season have increased consumption and trade is satisfactory. The demand is increasing and an excellent trading is anticipated during the next month or more. Receipts have not increased as rapidly as expected because the season in many territories is about 10 days late, but the warmer weather will bring things more up to normal.

Process has kept at an even keel for about 10 days although there is a little firmer feeling in the market because manufacturers are holding up their prices. Process on the whole, however, is not as popular as it might be. City ladders are taking packing stock and this keeps the market steady. Operators in packing stock are warning their shippers to see that their stock comes within the federal requirements which provide that any packing stock shipped in interstate commerce shall contain 82½ per cent butter-fat. At some seasons it is almost impossible to get stock which will come up to that requirement and although the government has done nothing towards the prosecution of operators who have violated the law, it is understood that a watch is being kept and that prosecutions are likely.

On account of the relatively lower prices which prevail here compared with foreign markets, there has been no foreign butter of any consequence during the past two weeks. There is plenty of domestic stock to satisfy all local demand. What New Zealand is on the market is mainly of the lower grades which sell 20@24c.

BUTTER IN CHICAGO.

Too Much Low Grade in Storage and Too Much Being Made—Market Notes.

[By The Creamery Journal Staff Correspondent.]

Now comes John Shawhan, of Merrill & Eldredge, with the declaration that for the most part the butter which is in storage in Chicago at the present time is packing stock and other butter of medium grade. He does not believe much good butter is in storage. In this opinion the writer assents, for it seems that the demand for good butter in Chicago is about the same all the year around, which is to say that there is a market here for about all the good butter which arrives at any season.

During the past two weeks the butter market has shown little improvement. Prices are much too low to suit the commission men. Of course, nobody expects the price to be sky-high at this time of the year, but the present mark is too low to warrant much trading. The supply of butter is excessive. The market is in such a saturated condition that even reductions in price do not attract buyers. For that reason the opinion of the street is about unanimous that butter will not go any lower. It has been found that lowering the price does not seem to help the situation.

The uncertain weather of the past week has resulted in some shipments of butter

arriving in Chicago in rather poor condition, and shippers are warned to be careful in this respect until the weather has assumed a more settled condition. In Chicago at the present time the weather is in such shape that it may be warm in the morning and cold enough for an overcoat in the afternoon. Butter has been affected in some degree by this weather, although, of course, not as much as some other lines of produce more susceptible to the temperature.

C. H. Weaver, of C. H. Weaver & Co., who has been ill for the past week, has returned to his desk. "I was not strictly ill," said Mr. Weaver, with a smile, "but, as I have many good men here, I know that the business will be conducted just as well when I am away as when I am present. I could have been down town, but, as I was not feeling very well, decided to take a little vacation."

John Walters, of the Clinton Fruit & Produce Company, Clinton, Iowa, has returned home after spending several days in the city on business connected with the firm. Mr. Walters said that he had found things good among the farmers of his territory. In his opinion the supply in all lines of produce which will be ready for shipment in the near future is abundant.

W. H. J. Kavanaugh has returned from a business trip to Omaha and other western points. He was gone for about a week, and returned with encouraging reports of business conditions. He talked with a number of western shippers, who, according to him, all would like to see a higher market for butter and eggs. Mr. Kavanaugh explained local conditions to them, and assured them of the ability of the Chicago merchants to handle shipments in the best possible manner and at the highest possible prices. John Novy, Cincinnati, manager for W. H. J. Kavanaugh, was in the city last week to attend the funeral of his brother.

Will Wagner, chairman of the joint committee of the produce associations interested in the plan to move the present commission house district to a better location with a common freight terminal, gives out the information that progress is being made in the work, although there is nothing new to announce at this time. In such a large undertaking things must, of course, move slowly. The details of the plan are being arranged at present. This means long hours of grinding for the members of the committee. From all that is understood at the present time each line of produce will have special facilities for unloading and loading. This is not the easiest thing in the world to arrange, but it is known that it is one of the matters which the committee has in mind. The financing of the enterprise is one of the easiest things to be done, as the railroads and other great representatives of capital approve the move. The bulk of the work comes in solving the details. In the near future, according to Mr. Wagner, there will be something more definite to announce in this respect. "We want to have the plan worked out in such detail that when the actual work of putting the same into execution comes there will be no embarrassing delays," said Mr. Wagner.

E. A. Nohr, of Turner, Nohr & Co., butter and egg dealers, is making a three weeks' trip among the shippers of the southwest. He is getting a complete fund of information on the butter situation in that section. The company does not intend to do much in eggs, as Mr. Turner, who handles that end, believes that the price is destined to stay at the present notch, or perhaps go lower.

A. H. Barber & Co., as forecasted in a previous issue, have discontinued the butter department and will in the future devote entire attention to cheese.

The report of the Municipal Markets Commission, a side issue of the city council, devoted to finding out who is responsible for the high cost of living, has been completed and presented to the public. The produce men were not roasted as hard as was expected. Throughout the progress of the work of the committee the commission merchants gave them the utmost courtesy and assistance in gathering data. The report makes it plain that it believes the middleman ought to be eliminated to some extent. That the food of the people passes through too many hands, each claiming a slice of profit, from the time it leaves the farm until it reaches the consumer, is the opinion of the committee.

Ninnemann & Santee, cheese and butter shippers, of Random Lake, Wis., who are well known to the local trade, were the victims of robbers recently. During the night the thieves broke into the storage house and looted the place, destroying more than they carried away. Apparently not finding enough excitement inside the building, they went outside and broke open a box car containing a quantity of cheese for shipment. They scattered cheese all over the premises. Tracks of a wagon were seen but they could not be traced. Railroad detectives were called to the scene but they were unable to find a clue to the culprits. Mr. Santee, in addition to being a cheese and butter man of prominence, is some fisherman, and follows the rod and reel much of the time during the summer. Mr. Ninnemann is also a practical cheese and butterman.

George Linn, the well known distributor of "Holland Brand" of butter in packages, makes the following remarks in reviewing the local butter situation: "While I am aware that the market price of butter is low at the present time, I wish to take this occasion to say that there is always a market for good butter here, at the best prices which can be paid. Too much of the butter which comes to the market is perfect in manufacture without the other qualities which go to make butter first class. Not enough attention is paid by the creameries, I fear, to the raw material which they put in their goods. If they would be a little more careful in this respect I believe the butter market would be in better shape today."

Fred Bosler, formerly with Lepman & Heggie, has gone with J. H. White & Co. He is a poultry, butter and egg man of ripe experience.

BOSTON.

Fairly Firm Market For Desirable Grades—Market Very Sensitive.

The trade year for butter closed on a fairly firm market for desirable grades. The total stock carried over is much larger than last year, but it is rather a poor quality. The outlook for fine, fresh creamery is fairly promising, but it must be sold at a little lower price than last year to meet with a ready sale. Conditions are all against high prices, and shippers will have to be satisfied with moderate values. That is, for a month at least. But the usual supplies will be wanted, and Boston receivers will no doubt make as full returns as any other city on the seaboard. We used up on an average about 1,400,000 pounds per week and it is reasonable to count on using at least 1,500,000 pounds a week the coming year. About two-thirds of this amount will

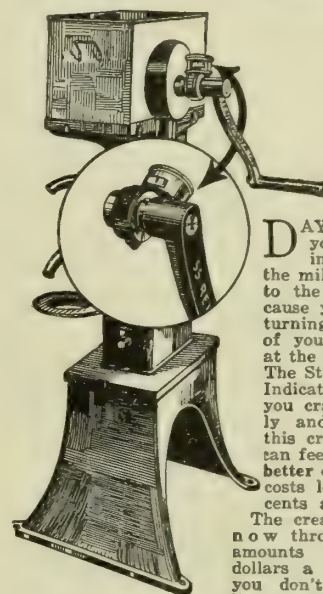
be drawn from the west, or perhaps 500,000 pounds for the year.

The top selling price during the week for extra creamery has been 25½¢@25¢, with some fancy marks ranging up to 26¢. But this is the limit, and the average extras rarely brought over 25½¢. Firsts ranged from 24¢@25¢, but 24½¢ is a full price for most of the firsts offering. Seconds are not sought after, and seldom bring over 22¢ and thirds are slow at 19¢. Ladles quiet at 19¢. No packing stock of any consequence offering. Renovated is selling at 20½¢. Storage butter has an indifferent sale. The remaining stock is mainly of an inferior grade, the best quality having been culled out, and for most that is being offered 20¢@22¢ is a full rate. A sharp buyer can about make his own terms.

The market is in a sensitive condition just at present. The current receipts, while showing some improvement in quality, are considerably mixed, and not the kind that

(Continued on page 22.)

Stop Your Cream Separator Losses



DAY after day you are leaving cream in the milk that goes to the hogs—because you are not turning the crank of your separator at the right speed. The Stewart Speed Indicator makes you crank properly and saves all this cream. (You can feed your hogs better on food that costs less than 30 cents a pound.)

The cream you are now throwing away amounts to many dollars a month. If you don't think so, listen to this:

Actual tests at Purdue Experiment Station proved that one dairyman with 20 cows lost \$524.10 in one year by "guessing" at the speed he turned the crank.

Another dairyman owning 8 cows says he lost \$18.50 in one month because he "guessed." The

Stewart Speed Indicator for Cream Separators

goes on the crankshaft of your separator and shows the exact speed you are cranking. Just tell us the name of your separator, its number, and what year it was made. We furnish the Stewart Speed Indicator on a new crankshaft that will fit. (If yours is a De Laval, then no extra crankshaft is necessary.)

Price \$10—30 Days' Trial

Order from your dealer or direct from us. The price—complete—is \$10 only. If it does not increase your cream production within 30 days return it and get your money back.

Figures and Butter Book—Free

Fill in the coupon and send it to us today. We'll forward all this literature—free—at once. Don't wait. Mail the coupon now.

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Please send me, free, all your literature on Cream Production and the book about the Stewart Speed Indicator for Cream Separators.	
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ESTABLISHED 1854

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

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Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

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CASH BUYERS—RECEIVERS

All Grades

Butter, Eggs, Dressed Poultry

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Zenith Butter & Egg Co.
Harrison and Greenwich Sts., New York
Receivers and Distributors
Give superior service and real results. That
covers it, consign or write. Refer to your
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Regular price, \$3.50.

Ice Cream Problems of Legal Nature

By W. B. BARNEY, in Annual Report

The 34th General Assembly of Iowa enacted into the statute a food standard which makes the lowest legal limit for butter-fat in plain ice cream 12 per cent and in fruit and nut ice cream 10 per cent. This standard for ice cream is fixed by law and is not a ruling, as seems to be the impression of some people. The department has met with some opposition on the part of a few manufacturers in the enforcement of this law, they claiming it to be unconstitutional. A case was recently tried in Polk county, the state winning in the justice of the peace court while the manufacturers were upheld in the district court. An appeal was taken to the supreme court, and the case had its hearing in the April term of this year.

One of the greatest problems confronting the food officials today is the protection of the public against fraud. We know of no food product where the opportunity to commit fraud is so great as in the manufacture of ice cream. The expensive ingredient in ice cream is the butter-fat. This is also the constituent having the greatest food value. A manufacturer may by using evaporated skim-milk, or what is sometimes known as condensed skim-milk, manufacture a product which has the body and appearance of a first-grade product while as a matter of fact it may be greatly deficient in the food content. Furthermore, the consuming public are not chemists and cannot very well judge the character of the product from the appearance and taste. If the food officials are not given reasonable standards for food products, the matter of fraud cannot be controlled.

The ice cream manufacturers are divided; many favor the standard enacted by the legislature and see in this standard a protection which they never before had against the firm that is manufacturing a product with less food value and selling it as ice cream.

This case will be the first case of its kind ever carried to the supreme court in the United States. We are awaiting the outcome anxiously, for on this decision depends the trend of future legislative action toward food standards. Every state in the Union is looking toward Iowa in this important case.

In order to find out the extent of the ice cream business of the state, we sent out blanks to all ice cream manufacturing establishments of the state, requesting them to send us a statement of the amount of ice cream they had manufactured during the past year. This request was very generally complied with, and we are able to state definitely that the amount of ice cream manufactured in the state of Iowa from October 1, 1912, to October 1, 1913, was over 3,000,000 gallons.

The greatest problem with which the ice cream manufacturer has to deal in a sanitary way, and one which is a source of large annual loss, is the deplorable habit the retailers and consumers have drifted into of not properly cleaning and drying ice cream containers immediately after the contents have been removed. The sanitary law regulates the condition of ice cream containers. The section reads as follows: "That receptacles used in connection with the distribution of a food product shall be kept clean at all times." The department wishes to emphasize the necessity for promptly washing and drying the containers after the ice cream has been removed.

This must be done as a safeguard to public health.

The department has been confronted with the problem of how best to handle homogenized cream, and particularly so, for ice cream purposes. At this time, we feel that the homogenizer and its principles, when rightly applied, are a great help to the industry. During the summer months, when pastures are dry, resulting in a shortage of sweet cream, and the weather is hot, causing a greater demand for ice cream (64 per cent of the total yearly business being done during the three summer months) the problem of the sweet cream supply is a strenuous one. The homogenizer, creamer and various types of devices, which are used to re-incorporate butter-fat with milk serum, help to give a uniform supply at all seasons of the year.

We regret to state, however, that the system does admit fraud in the way of using low grades of butter, which should not be allowed to go on the market, in the form of sweet cream, in competition with a strictly first-class grade of cream.

The state dairy law in regard to cream is as follows: "Cream is that portion of milk, rich in fat, which rises to the surface of milk on standing, or is separated from it by centrifugal force, is fresh and clean and contains not less than 16 per cent of milk fat." The food law defines ice cream as "a frozen product made from pure, wholesome, sweet cream and sugar, with or without flavoring, and, if desired, the addition of not to exceed 1 per cent by weight of a harmless thickener, and contains not less than 12 per cent by weight of milk fat, and the acidity shall not exceed .3 per cent." The department holds that cream manufactured from butter by the homogenizing process cannot properly be sold as cream, as defined by the dairy law, and that ice cream manufactured from homogenized process cream cannot properly be called "ice cream" as defined in the food law.

Realizing that homogenized products have a place in the ice cream manufacture, in this state (about 40 per cent of those reporting found it necessary to use, at times, homogenized cream) and in order to do away with the practice of using low-grade butter in their make-up, and to allow the legitimate use of the homogenizer, the following ruling has been made:

Any product prepared by passing cream through an apparatus which increases its viscosity, and said product contains not less than 16 per cent of milk fat by weight shall be known and sold under the name "Homogenized Cream."

Any product prepared by passing wholesome milk fat together with milk, skim-milk, or skim-milk powder, through an apparatus, which will cause the products to unite, forming a product having a semblance of cream, and containing not less than 16 per cent of milk fat by weight, shall be known and sold under the name "Homogenized Process Cream."

Any product prepared in the semblance of ice cream, which has been made in whole or in part from homogenized process cream and said product contains not less than 12 per cent by weight of milk fat, shall be known and sold under the name, "Homogenized Process Ice Cream."

Each container of said homogenized products shall be distinctly labeled with the true name of said product as herein

specified, together with the name of the manufacturer or producer thereof.

Wherever homogenized products are sold at retail, a printed sign or signs shall be conspicuously displayed, giving the true name of the product as herein specified, followed by the words, "Used Here" or "Sold Here." All of said words shall be printed on white cards, using black letters, not smaller than 72 point, heavy face Gothic caps (standard line). No other printed matter of any kind shall appear on this card.

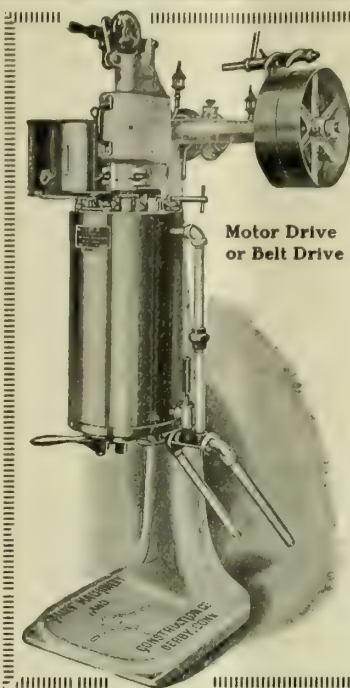
By conforming to this ruling it is possible to admit of the use of the homogenizer, the public will be able to know what it is getting, and the department will know who is manufacturing these products and will be able to go to their places of business and inspect the butter which is used for manufacturing homogenized process cream.

Buffalo Center Meeting.

The Iowa River Buttermakers and Dairy Boosters Association, a mighty live organization that has recently come into existence in northwest Iowa, is planning for a big dairy day celebration at Buffalo Center on May 29th. At 10:50 in the morning there will be a butter scoring contest and appropriate discussion at the new creamery. Then, at 1:30, at the Chicago Stock Farms, the well known Holstein breeding establishment, which is located close to Buffalo Center, there will be a cow demonstration given by E. S. Estel, Iowa dairy expert. At 2 o'clock "Quality of Cream" will be discussed by T. A. Clark, assistant dairy commissioner. Judge William B. Quarton, of Algona, at 2:30 will discuss "Dairy Possibilities in Northern Iowa," and at 3 Professor Estel will speak again on "Relation of Buttermaker and Patron." At 3:30 Axel Hansen will discuss "Feeding the Cow." Mr. Hansen is now in charge of the Chicago Stock Farm herd and is one of the best feeders and fitters of dairy cattle in this section. At 8:30 in the evening Professor Estel will speak for the third time during the day, he then being billed to give a free illustrated lecture in Dreamland theatre. The dairy day for Buffalo Center is being widely advertised in that neighborhood and the farmers and producers—men, women and children—as well as the buttermakers are being urged to attend. In the advertising they have printed the following very pertinent inquiries: "Do you milk unprofitable cows? Do you weigh and test your milk? Do you use a dairy sire and breed for milk production. Do you feed your cows milk-producing foods? Do you grow alfalfa hay and have a silo? Do you select your cows with a definite type in mind? Do you build up your land or tear it down?"

Opposes Pasteurizing "Skim."

The following letter has been sent to Pennsylvania creameries by the Pennsylvania State Live Stock Sanitary Board, covering a law enacted by the legislature, effective since July 22, 1913: "Every owner, operator, or manager of a creamery, cheese factory, receiving station, or skimming station, shall, before returning to or delivering to any person or persons any skim-milk or separator slop, to be used for food or feeding purposes for calves or swine, cause such skim-milk to be thoroughly pasteurized by heating it to at least 178 degrees Fahrenheit." Howard W. Body, a member of the Pennsylvania state legislature, who is reported to have opposed the bill, says there is great opposition to the measure in his county, and expresses his own views as follows: "I will oppose such legislation whenever I have the opportunity. If the skim-milk or separator slop



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IF IT'S QUALITY IN FREEZERS YOU WANT, DON'T FORGET THE PROGRESS

Our 1914 models are now ready for delivery.

They possess a number of valuable features not found in others. ALL these improvements help your Ice Cream maker produce quality cream.

We also manufacture Homogenizers, Milk and Cream Tanks, Pasteurizers, Heaters and Coolers. Pumps and Sanitary Fittings.

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DAIRY MACHINERY & CONSTRUCTION COMPANY, INC. DERBY, CONN.

contains tuberculosis germs, then the cream and milk also contain the bacteria. I do not believe that the separators divide the germs."

Saunders Resigns.

Professor W. D. Saunders, for several years head of the dairy and pure food department of Virginia, will in a few days tender his resignation to Governor Stuart and will take the position of instructor in dairying at the Virginia Polytechnic Institute. This has been announced by President Eggleston, of the Virginia Polytechnic Institute. Professor Saunders created the department and has succeeded in introducing many improvements of methods and equipment. At the Virginia Polytechnic Institute he will have a broader field and greater usefulness. Governor Stuart will name a successor, and it is expected that B. L. Purcell, of Henrico, or C. M. Bradbury, of the State Chemist's Department, will be chosen to fill the unexpired term of Professor Saunders.

Civil Service Examination.

Notice is hereby given by Joel G. Winkler, secretary board of examiners, to all persons desiring to take the special examination for a position in the Dairy and Food Department of Minnesota, that an examination will be held at the Old Capitol building, St. Paul, June 2d, between the hours of 8:30 a. m. and 5 p. m. All applicants must be citizens of the United States and must have resided in the state of Minnesota at least one year before receiving an appointment under the provisions of the law. Said examination will be for the following positions: Creamery inspector, cheese factory inspector, farm dairy inspector, city dairy inspector and cannery inspector.

In order to give to their butter department, which is an exceptionally important branch with Coyne Brothers, the Chicago merchants, the facilities they think they ought to have, they put in last spring a \$4,000 refrigerating plant. Their effort is to continually improve their facilities and service. Readers of The Creamery Journal who may or may not have shipped to this concern, but certainly know of them

through their wide publicity campaigns, will be interested to learn that last year was the heaviest year in their experience, the total volume of business being \$2,419,802. In 1904 their total business was \$1,035,687.27, and for the 10 years—1904 to 1913 inclusive—the total amount of business done by this firm was \$18,307,962.45. They want more butter now, and readers of The Creamery Journal with butter to ship will do well to get in touch with this good house.

At a meeting of the board of directors of the Hannaford (N. D.) Creamery Association it was decided to reopen the creamery. This decision was reached after listening to a plan of procedure outlined by Fred W. Merrill, the field dairyman for the De Laval Separator Company of Chicago. This company has been doing considerable work along dairy and creamery lines throughout the country for the purpose of building, protecting and promoting the dairy industry. For the past year they have been assisting creameries that were having troubles of various kinds. They found that the work was being scattered over too large an area and consequently decided to localize their work. Their plan is to establish a few "demonstration creameries" and build them up to the highest degree of efficiency. The Hannaford creamery has been selected for one of these plants.

F. C. Thompson, of the United States Department of Agriculture, dairy division, has been in California superintending the packing of an order of 72,000 pounds of butter that the California Central Creamery Company in Humboldt county, Cal., has been putting up. H. H. Douglas, of the Dairy Department of the California University Farm, at Davis, has been placed in charge of the work.

The Driscoll, N. D., creamery will be converted into a co-operative concern. The stockholders met and voted favorably on that plan. More than \$1,000 additional stock was subscribed.

The Hebron (Ohio) Creamery Company has been incorporated by S. W. Taylor and others for \$10,000.

THE MARKETS

(Continued from page 19)

dealers want to put away for future use. Just as soon as grass flavor becomes pronounced, there will probably be some speculative operations, but this may be restricted by higher prices asked. At present there is a shortage of fancy grades of creamery, and for such receivers can get a premium, but this may not last more than a week longer, as the percentage of fine grades is steadily increasing. Buyers are slow to pay the extreme prices asked for high grades, expecting them to grow more plentiful in a short time, and are taking only enough to meet urgent needs. Dealers are in hopes to get all the grass butter they want to put away at 25@26c. This, they claim, should satisfy country shippers,

considering the losses sustained by holders here on a great deal of the old stock.

The excitement regarding the Mexican troubles has quieted down, and there is reason to hope that any further prosecution of hostilities will be averted. But here is where a grave uncertainty comes in. The markets as a rule continue unaffected by the unsettled situation, and the troubles may be averted by the action of the mediators, but should it become necessary to issue a call for state troops, food products could not help being more or less affected. Patient waiting and close watching is the safest policy for producers and dealers in most lines.

The statistical situation is becoming interesting, and the season for storing is at hand. The stock remaining in cold storage is causing some uneasiness, but it is held in few hands here, and will be worked off at low prices.

Receipts for the trade year, ending April 30, 1914, amounted to 73,653,407 pounds against 70,591,906 pounds for same time last year, an increase for this year of about 3,000,000 pounds in round numbers, of which about 1,200,000 pounds has been carried over, nearly all of a low grade.

Receipts for the past week amounted to 1,560,965 pounds against 1,132,959 pounds the previous week, and 1,620,000 pounds corresponding week last year.

The stock remaining in cold storage on Saturday, May 9th, was reported at 22,762 packages against 4,788 packages same time last year, an increase for this year of 17,974 packages.

As our receipts the past week foot up a little more than the average weekly consumption, the indications are that the stock in cold storage will increase from this time forward.

This marks the real turn of the year, and is an important period for all concerned in the butter business. The fact that our receipts are beginning to show a surplus and some will have to be put away with a surplus of the old stock must impress dealers with the necessity of moving with caution and hesitating about paying extreme prices for new arrivals.

PHILADELPHIA.

Market Unchanged—Make Below Standard—Prefer Loss on Storage to Holding.

[By The Creamery Journal Staff Correspondent.]

While the conditions of the market have undergone no appreciable change since the latter part of April, when extras ruled at 26c, the butter board on May 7th, advanced prices a full cent all along the line and extras have since been quoted at 27c, extra firsts 26c, firsts 25c, and seconds 23@24c. This advance has not been kindly accepted by receivers in general, from the fact that high scoring, finely flavored butter is so distinctly scarce at this period, between seasons, that the particular buyer can bid the market up with safety, because he cannot get the goods to meet his demand, but how about the lower grades? At present the make is almost entirely below the standard, being off in flavor and unattractive, the product of the nearby creameries so largely shows a wild onion flavor that their best brands are not able to grade above a first, and under these conditions the jobber is cautious, he buys only sufficient to satisfy his present needs and "watchful waits" for the new crop. Small shipments of Kansas creamery, finely flavored, have been coming forward; on these the shipper has placed a limit of 26c, otherwise he requests them stored. Now if 26@27c is to be the basis for May and June

storage, the butter going into the coolers will be as high priced as it was last year. However, the speculators are promising it will be of a better quality.

The current arrivals of firsts and seconds are quite plentiful, but being slow selling, and receivers quite anxious to keep the goods moving, the buyer's idea is generally met when by so doing a clearance can be effected.

Ladles, being now for the most part made from fresh stock, are showing some improvement in quality and are in better demand.

Packing stock (fresh) is meeting with ready sale on a basis of 16@17c, but the lower grades being more or less neglected are dull at 13@14c.

The report that the holdings of held butter are heavy seems to be an assured fact, and that the lines from frequent cullings are poor, beyond a doubt, so with the season getting short, the problem has been whether it were better to unload at the figures obtainable or hold over until 1915 and take the chances. However, as the owners seem quite willing to sell at 23c, what originally cost them 30c, and more and poorer qualities at 19@20c, the present loss seems to be preferred to the waiting "to see what might turn up."

We quoted western fresh solid packed creamery specials at 29c, extra 27c, extra firsts 26c and seconds 23@24c.

Notes.

One who is considered to be "in the know" on this market gives it as his opinion that the situation of fresh butter is more bullish than the receivers in general are wont to admit, and while the prospects are for a large make there are speculators ready and waiting to take hold of all goods that are of fine quality.

Nice and Schrieber Company, being in a position to handle long lines of butter and eggs, are giving them special attention.

John J. MacDonald gives the full market rates for full grass butter and his reputation for promptness is A No. 1.

Bickel and Miller are in line to place butter to advantage, if you are a shipper, try them.

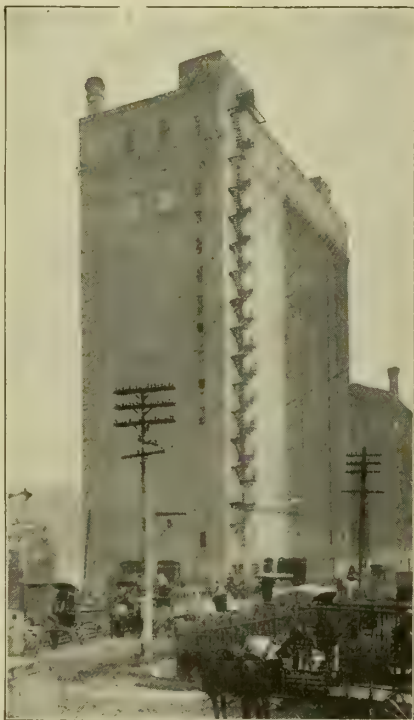
A. J. M. Murdoch & Co., who are now located at 39 South Water street, have their share of the butter trade.

F. W. Aiken & Co. are again back in their old building, but with all the interior new, the whole presents a fine appearance, and, having every facility for the business, will be pleased to hear from butter, egg and poultry shippers.

Geo. M. Baer & Co. are handlers of butter and having the outlets would solicit a share of your shipments. A trial would be convincing.

Beam, Turner & Co., of No. 9 South Water street, having renovated their office, salesroom and building, have increased facilities for the handling of butter, eggs, cheese and poultry.

W. B. Barney's recent report shows that during the past year his office (that of Iowa dairy and food commissioner) made 25 prosecutions for violations of the dairy law. One of these was for selling oleomargarine with a yellow color. Three were prosecutions of milk dealers for selling without a license, one for selling milk and cream from an insanitary receptacle, seven for selling unclean product, one for not having the name of the firm on the wagon and three for selling milk or cream below standard. Eight were prosecuted for testing without a license and one for under-reading the Babcock test.



North American Cold Storage Co.'s Building at Chicago, Ill., Insulated with

WATER-PROOF Lith Insulation

THIS is only one of the many buildings that have been equipped with Lith, on the advice of refrigeration experts, on the strength of the fact that this insulation has proved so invariably successful.

75 per cent of all the creameries in the Northwest are insulated with Lith. It absolutely cuts ice cost in two! An absolutely

guaranteed insulation that comes in sheets 18x48 inches, twice the size of ordinary insulation, therefore leaving less than half the number of joints or cracks possible for leaks. Write for book. Also write for information regarding

Write for Big Free Book

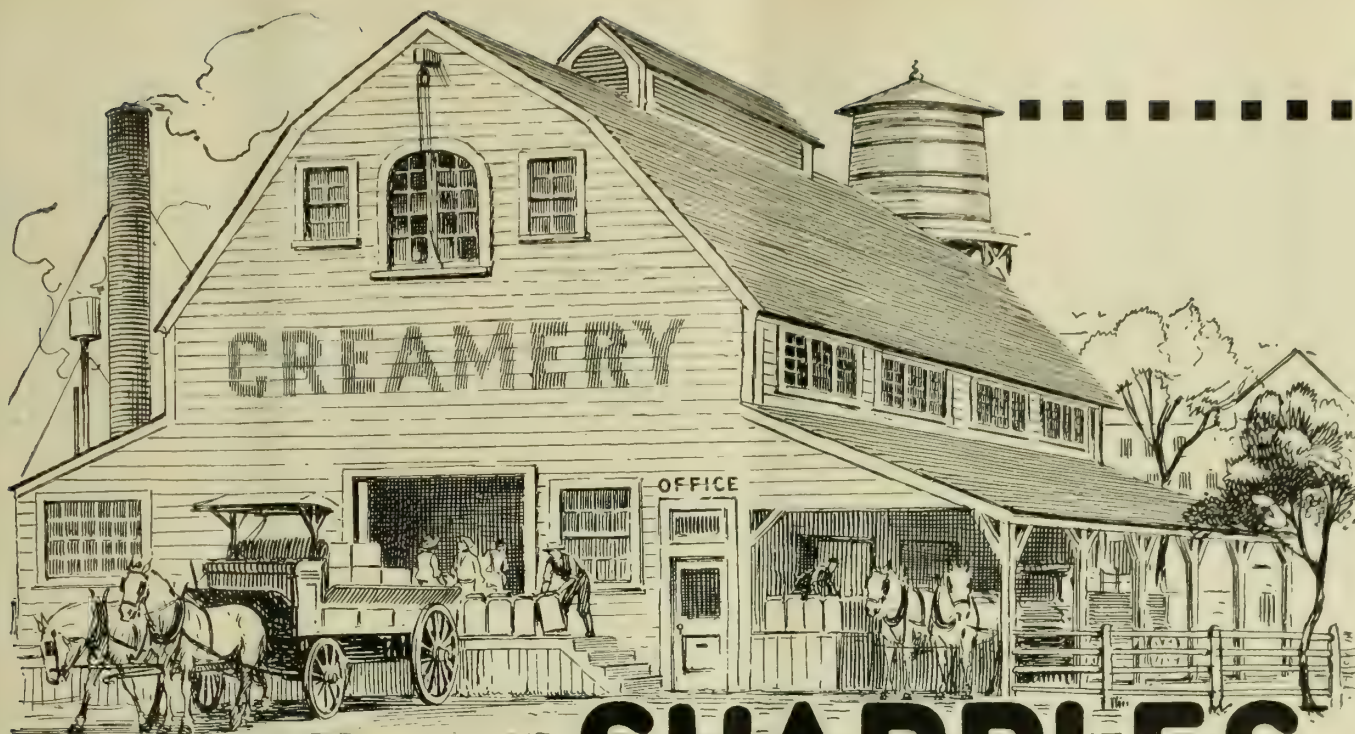
Union Cork Board

Made of pure cork and asphaltum, 1 1/4 pounds of cork to square foot one inch thick. A greater percentage of cork than you can find in any other insulation material.

Write for Big Free Book, "Insulation for Cold Temperatures"

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SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

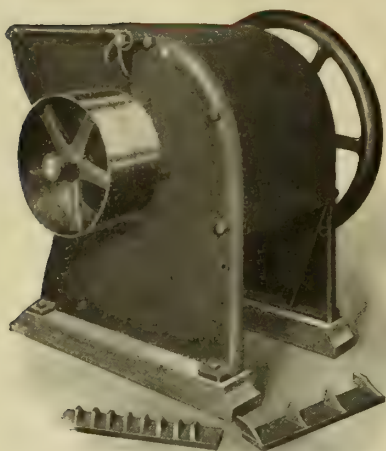
Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere





Victor Ice Breaker

Ready for use. Note combs for changing size of ice.

Add the Victor Ice Breaker to Your Equipment for this Summer

Are you still breaking your ice in the same way our grandfathers did—by hand? All your other work about the plant is done with the aid of modern machinery. You test your cream in a Babcock tester, you ripen and perhaps pasteurize it in a ripener and pasteurizer, you make your starter in a starter can, you churn in a combined churn and worker—but you break your ice by hand. You installed the other machinery because it saves time and does the work better. Exactly the same reasons apply to an ice breaker. You considered installing the other machinery good investments. An ice breaker would likewise prove a good investment. Don't let the comparatively small cost of one keep you from being strictly up to date in every respect.

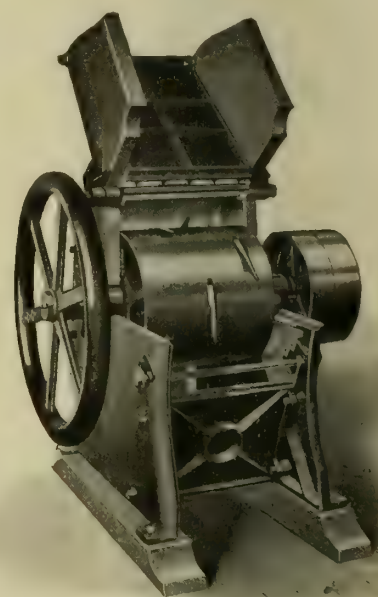
Now, why should you choose the

Victor Ice Breaker

It is scientifically correct in principle. It breaks the ice. It does not crush or chip or cut the ice, but breaks it with sharp pointed picks. Ice, we all know, will withstand great pressure, but at the same time it is very brittle, so naturally the method that cracks or breaks the ice must be the best. Such a method is the Victor's. As a consequence it can be operated with less power and do the work quicker.

The Victor is simple and durable. We make it in our own shops and stand back of it to the limit.

Our circular goes into more details than we can here. We shall be glad to send it and quote you prices. Write today.



Every moving part of the Victor is easily accessible.

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THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 9

WATERLOO, IOWA, JUNE 1, 1914

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Quincy Market Cold Storage & Warehouse Company

BOSTON, MASS.

BUTTER

BEST SERVICE AT LOWEST RATES

LIBERAL advances. The largest and best butter house, 1,500,000 cubic feet, exclusively for butter. The only cold storage building in New England used exclusively for butter.

—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

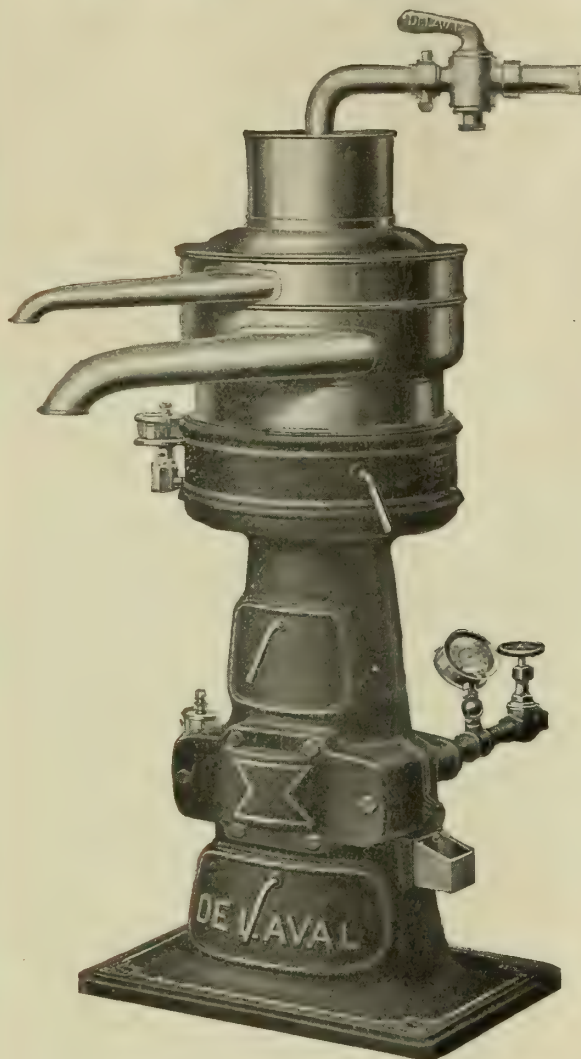
By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

Published by FRED L. KIMBALL CO., Waterloo, Iowa

NEW AND IMPROVED TYPES

DE LAVAL

Cream Separators In Power or Factory Sizes



New Style, Factory Size
De Laval Steam-Turbine Driven Separator
Also made in Belt-Driven Style
New Capacities, 4,000 and 6,000 lbs.

Greater Efficiency With cool milk, very heavy cream, irregular speed, or any of the more difficult separating conditions, better results can be obtained from the new style factory size De Laval machines than from the old style machines at present in use.

Increased Capacity The increased capacity of the new style machines means that a larger amount of milk can be handled more quickly and economically, and a better quality of product is thus made possible.

Automatically Oiled The same novel system of automatic oiling now employed on the present style De Laval hand machines has been adopted on these new factory sizes of machines with the result that the oil is automatically sprayed into all the bearing parts in such manner that they literally float in a film of oil, and the wearing surfaces scarcely ever come in contact with each other.

Less Power Required The power required for the new style De Laval machines is just about one-half, in proportion to capacity, that required with previous types of De Laval Separators.

These important changes have been brought about through improvements in the bowl construction and through a re-designing of the frame construction. The new bowl is center balanced, the bottom being of the cupped or concave type, similar to that of the present style De Laval hand machines. The bowl is more easily and thoroughly cleanable than heretofore, and, if possible, more sanitary than the previous style De Laval machines. The bowl is detachable from the spindle and is easily removed from the frame for washing purposes, and has no tubes, crevices, joints or corners in which taints may develop or bacteria may breed.

The bowl is equipped with a new cream regulation device which gives a wider range of cream regulation and makes possible separation of cream varying from ten to sixty per cent in butter-fat content.

ADVANCE CATALOG UPON REQUEST

The De Laval Separator Company

165 Broadway, NEW YORK

29 E. Madison St., CHICAGO

101 Drumm Street, SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 9

WATERLOO, IOWA, JUNE 1, 1914

One Dollar a Year

A Booster for Dairying Always

C. R. Conway, the efficient president of the Iowa River Buttermakers and Dairy Boosters' Association, and whose residence is Garner, Iowa, is no spring chicken in this dairy game. "His real fun," as Mr. Conway expresses it, commenced on April 20, 1895, when he accepted a position with the Model Co-operative Creamery Company, of Clear Lake, Iowa. This plant was located 11 miles north-west of Clear Lake, or, to be more explicit, 11 miles from anywhere. "Having put in time at the Ames Dairy School and passing after a satisfactory examination," continues Mr. Conway, "I was recommended to the board of the above creamery at the exorbitant wages of \$45 per month. This was getting up in the world and in a hurry, and, as I was to

"As president of the Iowa River Buttermakers and Dairy Boosters Association I wish to say that the real mission of this organization is to get closer together all the buttermakers and creamery patrons as well as all people in any way interested in the creamery business. We want them to unite in a common cause—the important matter of raising the quality of our butter. This matter of harping on the old string forever is not going to attract any attention from the fellow who never produced a good, clean can of cream in his life. It is a good thing to organize associations for the buttermakers themselves. But the buttermaker alone is not getting to the bottom where all good things start from. If the quality of Iowa butter is going to improve the producer of the cream is going to do a large share of it. It occurs to me that the more local associations we have the sooner we will be able to show at least some improvement in quality. We are very apt to misjudge the farmer if we do not get acquainted with him personally. There are a large per cent of them that take a great interest in the creamery as well as



C. R. Conway.

board myself, as well as to do all the work alone, I felt an air of importance and independence that is impossible to describe. My success as a buttermaker soon got out, and after two years I was baited away a few miles and encouraged to accept a position with a new creamery that was then being built. I hated to go, but the \$50 per month was so attractive that I could not resist. I left thinking that the patrons of my first creamery would never forgive me. The new job was with the Concord creamery. Here I remained 11 years, but I resigned and came to Garner six years ago. On an old tally sheet I find a good many names that were with me 19 years ago. I do not wish to burden you with too long a letter, but wish to say that I could recite some of the incidents that transpired along creamery lines then that would almost seem like a dream now.

in the care of their cream, but the careless few with their let-things-slide and go-easy methods will need some tonic. And we have to catch these people before we can administer the dope."

The gold medal shown in the photograph on the coat lapel of Mr. Conway was won by him at Waterloo in October, 1911, he at this time having received first prize on butter made from gathered cream. It is a notable fact that he has been a member of the Iowa State Dairy Association for 20 years. He and W. B. Barney and some of the older members ought to get together and form a sort of old settlers' or pioneers' organization.

The sixth annual report of the Farmers' Co-operative Creamery Company of Garner, Iowa, will be interesting in connection with this article. During the year 1,437,776 pounds of cream were received. The average test was 26.1 per cent, making the total pounds of butter-fat 376,242.5. The overrun was 20 per cent and the total amount of butter made 454,924.5 pounds. There were 10,342 pounds sold to patrons and haulers, 24,914.5 pounds to the stores and 419,698 pounds shipped. The total cash receipts for the year were \$135,420.07. Patrons were paid for butter-fat \$124,238.29, the running expenses were \$10,580.28, \$2,000 were deposited on time and \$93.86 paid on stock.

Asks for an Investigation

Wisconsin is a big cheese state. Charging that partisan politicians, abetted by others unacquainted with true conditions, are endeavoring to impress upon the people of Wisconsin and other states that a cheese trust is operated in Sheboygan county, Wis., and that the cheese boards of that county are condoning operating methods to injure the financial interests of the dairymen, members of the Sheboygan call board recently adopted a resolution in which the United States government is petitioned to conduct a thorough investigation of the charges.

Sheboygan county leads every other county in the world in the production of cheese, and for years the greater part of the product has been sold on the Sheboygan and Plymouth call boards. Three years ago former Senator Henry Krumrey, of Plymouth, started a fight against the methods employed on the boards, and, among other things, it is alleged, claimed that those boards were a trust formed to control the cheese market.

The Milwaukee Sentinel reports that, as a result of the Krumrey charges, a federation of cheese producers was formed to which about 50 factories are now contributing their entire output.

These factories are now owned by the farmers contributing the milk to them, and a co-operative warehouse association constructed a big warehouse at Plymouth and engaged a sales manager to sell the cheese.

The feeling between the members of the

co-operative association and members of the call boards has become quite bitter, and the petition to the federal government for an investigation of the industry was the result.

The resolutions adopted follow: "Whereas, repeated endeavors have been made by partisan politicians, abetted by others unacquainted with the true conditions, to impress upon the farmers and other good citizens of the state of Wisconsin and the United States to the effect that a cheese trust is operating in Sheboygan county and that the cheese boards of said county are condoning operating methods to injure the financial interests of the dairymen, which is untrue and which charges we believe have not been made in good faith, or in ignorance of true conditions; and, whereas, the charges have been given wide publicity from the platform and through the press and permitted to pass unchallenged in a large degree, because of the fact that not a single person, firm or corporation was named therein, reflecting only upon cheese manufacturers and dealers in a general way. Therefore, be it resolved, by the members of the Sheboygan call board that we resent the general reflection upon our integrity and honesty and that we herewith unanimously petition the United States government, through its proper authorities, to cause an impartial investigation of the cheese selling methods in Sheboygan county to be made at its earliest possible convenience. The salesmen

Genuine Golden June Shade in Creamery Butter Means Highest Quality. USE Chr. Hansen's Danish Butter Color The Color of Quality

With the Golden June Shade

STRONG, RELIABLE, UNIFORM AND PURE

ORDER FROM YOUR DEALER

Chr. Hansen's Laboratory, Little Falls, N. Y.

enlisted in the membership of this board are agents for the dairymen whom each represents and every effort consistent with good business methods has been employed in the government of said board to secure greater financial returns for the dairymen from the cheese industry instead of attempting to injure the business, as has been so falsely charged. Be it further resolved that the officers and members of said board lend the fullest co-operation possible in the work of investigation and that a copy of this petition be forwarded to the proper authorities in the effort to secure an authentic report of true conditions."

It is understood the same resolutions have been adopted by the Plymouth board.

Butter Paying Prices.

The crop reports bulletin of the United States Department of Agriculture states that the average price paid to the farmer for butter on May 1, 1914, was 23.8c or 3.2c less a pound than the average paid on May 1, 1913. In the New England states, farmers of New Hampshire seem to have received on an average 33c or 1c more a pound, while in Connecticut they were paid 30c or 8c less a pound; in Vermont, 29c, and Rhode Island, 32c, or 6c less a pound; and in Massachusetts, 33c, or 3c less a pound, and in Maine, 30c or 1c less. In New York and Pennsylvania, and adjoining states, the average price was 28@32c or from 7@4c less. On the coast from Maryland to South Carolina the prices were either the same or 1c higher, ranging from 25@28c. Georgia farmers receiving 26c seem to have gained 1c, while the Florida farmers received 2c a pound less, or 33c. In the balance of the states, with a few exceptions where the price was stable, farmers apparently were receiving from 1@5c less a pound, except that in Montana the price was 1c more; in Arizona, 6c less, and in Oregon, 7c less.

Since the first of May the Great Atlantic & Pacific Tea Company have been located in the Booth Cold Storage plant on Kinzie street, Chicago. This gives them ample office space as well as cold storage rooms on the lower floor and every convenience for receiving and disposing of butter and eggs.

Looking After the Public.

The report of the Milwaukee commissioner of health says that the butter market of that city has been more closely watched the past year than ever before. Many samples of butter of all grades have been purchased in open market and subjected to chemical analysis. The results of these investigations emphasize the need of a city ordinance, it is claimed, regulating the cold storage business. "A number of prosecutions for the sale of adulterated and renovated butter have been made by the department," says the report, "with success, when the violator was a small dealer without much means. But we have never been able to prosecute a large dealer for such offenses. Much complaint arises from butter purchased by housewives from peddlers—who profess to be farmers but who get their butter from the wholesale commission houses. It is difficult to follow up such complaints unless the housewife makes it her business to find out who the farmer is, his place of business, etc. Another word might be added in recommending to the housewife a simple, reliable test for pure butter. Melt a small portion of the butter in a tablespoon over a low flame of a gas range, so that the butter heats up slowly. Pure butter melts quietly, producing a great deal of foam which boils over the edge of the spoon. Oleomargarine, renovated butter or butter that has once been melted does not melt quietly, but sputters violently like hot grease, producing little or no foam. In mixtures of these substances with pure butter there is no simple test which applies."

Missouri Creamery Meeting.

On May 1st the buttermakers and creamery managers of southwest Missouri got together in a rousing meeting at Springfield to discuss problems concerning their business. Practically all of the creameries in that section of the state were represented, and in many cases two or three men from each concern were present.

Missouri has long felt the need of such a meeting where the buttermakers could get together, "air" their troubles, get new ideas from others, and learn how to master some very perplexing problems that are constantly confronting them. Such meet-

ings serve as small schools of instruction which it is the duty of every buttermaker to attend. He can only hope to reach the front ranks of perfection by constantly being on the alert for more knowledge along his chosen line. Experience to one is a good teacher but the combined experience of a score of men is still better. These buttermakers of southwest Missouri met to learn of that knowledge and experience gained by others.

The Dairy Department of the University of Missouri at Columbia was responsible for calling the meeting. The department was represented by Professor C. H. Eckles, who presided at the meeting and gave much valuable information at various times during the discussions, and Professor L. G. Rinkle, who arranged the meeting and who gave a talk on cream testing.

Excursions to Dairy Show.

The National Dairy Show, the largest and best exposition of its kind in existence, will practically become a part of the educational system of Wisconsin, if the plan proposed by George C. Humphrey, of the College of Agriculture, University of Wisconsin, is generally accepted by the dairymen of his state.

The plan is to have Wisconsin dairy farmers form themselves into two-day excursion parties to be escorted to and through the exposition by representatives of the Wisconsin Dairymen's Association, the College of Agriculture and Wisconsin Live Stock Breeders' Associations. All arrangements will be made in advance in order that no time may be lost in seeing and benefiting from the exposition. Each party will be organized to attend the show on the day upon which the breed in which they are interested is being judged.

Six directors of the National Dairy Show Association are successful Wisconsin dairymen—Charles L. Hill, Rosendale; Fred Pabst, Oconomowoc; John Lefebvre, Milwaukee; W. J. Gillette, Rosendale; A. J. Glover, Fort Atkinson; and Fred Scribner, Rosendale.

Active in Vermont.

In the state of Vermont Mr. Fryhofer, who is representing the Dairy Department of the United States Department of Agriculture, in company with State Commissioner of Agriculture E. S. Brigham, of St. Albans, are endeavoring to promote the creamery interests of that state in a very practical way. The state commissioner himself has been conducting a series of meetings right along for months in various parts of the state encouraging the dairy and creamery business. Just now the United States department creamery expert is proposing to make the creameries at Colchester, Underhill and Waterbury government demonstration creameries. The directors of the Colchester plant have given permission to go ahead, will spend the small amount of money necessary to make the improvements required, and will operate under the direction of the department. It is expected also that the other two creameries will get in line.

There is a thoroughly defined movement in Mt. Pleasant, Tenn., to establish a creamery at no distant day. Many of the farmers in the section have become interested in the project and the statement is made that it is almost certain to be established. Dr. J. E. Anderson has been talking the matter up and is of the opinion that ample support will be assured the enterprise, and that a meeting will be held at no distant day for the purpose of organization.

The Significance of Red Hoops

To paint both the top and bottom hoops red on every barrel and keg of



requires extra labor, extra time and extra materials. At first one wonders why it is profitable to do this, and especially when the use of painted hoops can have no possible connection with the cleaning value of the material within.

The reason, however, is this: When you buy an article of known value, it is your right to know that you are getting that article. Imitations won't do, nor will substitutes. It has been said an article of merit is sure to have its score of imitators, and the purpose of the red hoops on every barrel of Wyandotte Dairyman's Cleaner and Cleanser is to add one more mark by which you can distinguish the genuine Wyandotte Dairyman's Cleaner and Cleanser.

Insist on Wyandotte Dairyman's Cleaner and Cleanser. Insist on the red hoops at both top and bottom of the barrel. Insist also on the coupon found in every barrel, which bears the picture of the Indian with drawn bow and arrow. These are your guarantee of the genuine, and they will be as reminders to you of quality, uniformity and economy guarantee which accompanies every pound of the one real Wyandotte Dairyman's Cleaner and Cleanser.

Indian in Circle



In Every Package

Your regular supply man can ship you in either kegs or barrels.

THE J. B. FORD CO., SOLE MNFRS. Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

H. S. PENNYPACKER

A Splendid Jobbing Outlet for

BUTTER OF ALL GRADES

References: Commercial
Agencies; The Cream-
ery Journal

102 Vine St., Phila.

P. F. BROWN & CO.

43 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
Warehouse: 209 W. South Water St.,
Long Distance Phone, Main 3184.

A. J. M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

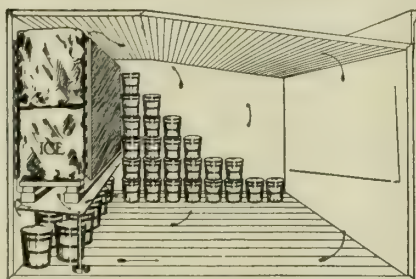
39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal

NORTHEY COOLERS

"The Cooler With the Hump" For Dairy Use

Floor in Our Cooling Room is Filled With Water Proof Cork.
Buy Your Cooler in Sections—You May Wish to Move It Any Time.



Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints, Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue.

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
FOR SALE BY ALL DAIRY SUPPLY HOUSES

Modern Buttermaking and Dairy

Arithmetic (regular price \$1.50)

and The Creamery Journal one
year, both for \$2.00.

Cream and Milk Station Regulations

A new bulletin, entitled "Regulations Governing Cream and Milk Stations," and effective June 15, 1914, has been published by W. B. Barney, dairy and food commissioner of Iowa. It is being distributed where needed and reads as follows:

"1. Every station used for the purpose of buying, handling or storing milk or cream should be conducted in a separate room.

"2. Every such building or room shall have an impermeable floor made of cement or tile laid in cement, grouted brick, wood or other suitable non-absorbent material which must be kept clean at all times.

"(a) The side-walls and ceilings shall be plastered, ceiled with metal, cement or other suitable material approved by the dairy and food commissioner, and shall be kept clean at all times.

"(b) Every building or room shall be properly drained, lighted, plumbed and ventilated and conducted with strict regard to the influence of such conditions upon the purity and wholesomeness of the products handled therein. All window glass shall be kept clean.

"3. The doors, windows or other openings of every station used for the purpose of buying, handling or storing milk or cream shall be properly screened during the fly season.

"4. All utensils, such as stirring rods, sample bottles, test bottles, pipettes and scales, must be kept clean at all times.

"5. No doors or other openings shall be permitted between a milk or cream buying station and an adjoining room or place where poultry, wool, hides or other contaminating products are handled.

"6. No operator or agent shall allow milk or cream cans to become insanitary or filthy, and before using the same for shipping or storing purposes shall see that all such cans are thoroughly cleansed and in a sanitary condition. No operator shall be allowed to lend or lease any cream or milk can for any other purpose than the handling, storing or shipping of milk or cream.

"7. Cuspidors for the use of operatives must be provided in a milk or cream buying station, and no operative, employee or other person shall expectorate within any cream or milk buying station, except in cuspidors provided for that purpose.

"8. The presence of cats or dogs, as well as rats, mice, cockroaches or other vermin is also prohibited.

"9. The clothing of all operators engaged in the buying or handling of milk or cream shall be kept clean.

"10. All cream and milk cans or other vessels used for the storing of dairy products must be kept covered to protect the same from contamination.

"11. Every applicant for license to operate the Babcock test must thoroughly familiarize himself with the operation of the test and become competent to make a correct test before attempting to buy any milk or cream for commercial purposes. A permit issued by this department is not valid until an operator has complied with these rules.

"The following are extracts from the dairy laws of Iowa:

"It shall be unlawful for any person to purchase, to be converted into any product of human food, any unclean, unhealthful, adulterated or unwholesome * * * milk or cream. (Section 4, Chapter 113, Laws of the 34th G. A.)

"The inspector may confiscate and seize

without warrant any incorrect scales, weights or measures or any weighing apparatus or part thereof. (Section 17, Chapter 226, Laws of the 35th G. A.)

"Section 7. It shall be unlawful for any person, firm or corporation by himself, or as the officer, servant, agent or employee of any person, firm or corporation to falsely manipulate or under-read or over-read the Babcock test or any other contrivance used for the purpose of determining the amount of milk fat in milk or cream, or to make any false determination of any test or contrivance used for the purpose of determining the amount of milk fat in any dairy products. For the purpose of this act the writing of a check or payment of money for cream or milk at any given test shall constitute prima facie evidence that such test was made.

"Section 8. No person shall operate a milk or cream testing apparatus duly approved by the state dairy and food commissioner, to determine the percentage of milk fat in milk or cream for the purpose of purchasing the same either for himself or another without first securing a license from the dairy and food commissioner of this state, or from his duly appointed agent or representative, authorizing such person to so operate such tester.

"Any person desiring to secure such license shall make application therefor on a blank to be prepared and provided by the dairy and food commissioner, and such applicant before being issued such license may be required to pass a satisfactory examination in person and prove by actual demonstration that he is competent and qualified to properly use such tester and make an accurate test with the same.

"Such license shall be valid until May 31st next after its issue and a fee of \$2.50 shall be paid by the licensee to the state dairy and food commissioner before such license shall be issued; licenses issued to operators of the Babcock or other approved test under this act shall take effect and be in force from and after May 31, 1911. The dairy and food commissioner shall have authority to revoke any license issued under this act.

"The testing of each lot of milk or cream by any such unlicensed person shall constitute a separate offense, provided that any licensed person may for valid reasons appoint a substitute for a period not to exceed six days, subject to the approval of the dairy and food commissioner. The fees collected under the provisions of this act shall be paid into the state treasury by the dairy and food commissioner.

"Section 9. Any person violating any of the provisions of this act shall be guilty of a misdemeanor, and upon conviction therefor shall be punished by a fine of not less than \$25 nor more than \$100, or by imprisonment for not less than 30 days in the county jail. (Sections 7-9, Chapter 113, Laws of the 34th G. A.)

W. W. Davis, of the Licking County Creamery Company, Newark, Ohio, and S. H. Weeks, of Butler, who will have the managership of the creamery soon to be established in Mt. Vernon, Ohio, are pushing the work as rapidly as possible.

R. C. Jones, who has been connected with the Montana State College since 1910, has resigned as head of the dairy department and will take a position as agricultural instructor at Tillamook county, Oregon.

The Harder you Hit 'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.

603 Pioneer Bldg.

MADISON, WISCONSIN

B-K Representatives

Sold by all the big supply houses

Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.

J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.

A. H. Barber Creamery Supply Co., Chicago, Ill.

Ohio Creamery & Supply Company, Cincinnati, Ohio.

L. A. Watkins Mdse. Company, Denver, Colo.

Wanted—

TO HEAR FROM EVERY BUTTERMAKER.

We want you to put up all your sanitation problems to us. Do you have a churn that simply won't keep clean? Write us.

Do you have customers whose cans are always foul?

Do you want to know the most economical and effective way of washing cans?

You ought to see results that B-K will give you. It will startle you. You won't believe it at first, but you will have to believe in spite of yourself.

Write for special information on can washing.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1523 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

The ice cream season is now on, and, as the factories are rather thick throughout a good part of the state and each is after all the business it can get, the question arises in the minds of most of us as to which way of two we shall adopt to increase our business.

The two ways I have reference to are either the one of quality and making a special effort along that line, or a low price and endeavoring to make that the strong talking point.

Now, there are, no doubt, good arguments on both these propositions; but I am of the opinion that we will get farther in the long run by standing pat on quality and holding price to where it ought to be, quality considered.

Last year when we lost some of our dealers on account of competitors (one especially) offering cream for a less price, even as low as 55c to some and 60@65c to others, I began to think that perhaps it would be better for us to meet this competition and hold our business.

Well, we decided to continue to make as good a cream as possible and keep right on asking 75c for it and I believe we will win out right along this line.

These dealers, even those who were buying from the other fellow, made no bones about saying that our cream was much better but they said like this—"We get the same for the other cream. Five gallons dishes up as many dishes, and it sells, and that 10, 15 or 20c per gallon is quite a big item to us." Which I admit was a hard thing to overcome.

This year, however, our ice cream business is starting off better than ever before, and quite a number of those who talked that way last year are buying our cream, claiming that they must have the quality. One dealer who had a chance to buy 60 or 65c cream this spring wrote us a short time ago for a sample of our cream, and, after using five gallons, replied like this:

"Your cream is very satisfactory. It certainly has the quality, and I would like to have the exclusive sale of it here." Such letters sound mighty good, I can tell you, and make us feel that it pays to make the best you can.

I am not writing this as an advertisement, but wanted to say something if possible that would help some one else, who might be in the same boat I was in last year, to realize that it pays to stick to the quality end and charge a price accordingly.

I was very glad to see that the case carried to the supreme court was decided against the dealers who wanted to have no standard and believe that if the case had been decided the other way it would have meant a lot of poor ice cream in Iowa. Of course, the big fellows have banded together to try and knock this standard out, and the association have been writing for contributions to help fight it through. They have gotten nothing from us, and never will on such a basis, for I can see no good reason why we should not have a standard for ice cream as well as for any other dairy product.

I was very glad indeed to have Mr. Barney issue his circular relative to the washing out of the ice cream containers before they were returned to the factory. Last year some of the cans came back in a horrible condition on account of cream being

left in them and the cans sitting out in the sun. The cream had spoiled by the heat and the cans were often mouldy and very insanitary, to say the least, and it was anything but a nice job to wash them.

Well, Mr. Barney sent us a bunch of these circulars and I sent one to each dealer with a note stating that I was instructed by the dairy and food commissioner to do so, and I tell you, it made a big difference right off the reel. Even if the cans are just rinsed out, they come back in so much better condition, and it is no trouble at all to wash them up ready to use again.

It is something that Iowa needed badly and I am sure that we will all appreciate it very much. If you are making ice cream and your dealers are not rinsing the cans out before returning, you should get a supply of these circulars and send them out.

Voting on Convention City.

The Fruit and Produce Convention committee of Kansas City have asked Secretary Chas. E. McNeill of the National Poultry, Butter and Egg Association to arrange, if possible, to hold the national convention of this organization, which is scheduled for October this year, in some other city. It will be remembered that the annual conventions have previously been held in Chicago, but last year the Chicago boys were perfectly willing to accede to the request of the Kansas City people to take on the annual meeting. The Kansas City trade are great entertainers and have pretty nearly had their hands full of big conventions the past year. For this reason they really feel that the holding of the annual convention there, much as they would like to have it, will be considerable of a burden. Secretary McNeill has sent out postal cards to all members of the National Poultry, Butter and Egg Association asking for a vote on their choice of a city for the coming convention. It is hoped that the results will be able to be announced shortly after June 1st.

The Johnson Law.

The Johnson "65-mile cream shipping law," which was passed at the suggestion of those who strongly favor the co-operative creamery and who are opposed to the centralizer, has been declared unconstitutional by the Minnesota supreme court. The test case was brought by the Chicago Great Western railway, which refused to pay a \$15 fine imposed under the new law. The court held that the law was not a health measure and that its reading was ambiguous. The measure provided that cream could not be shipped over 65 miles without being pasteurized or shipped in refrigerator cars. This cut off a very considerable part of the Twin Cities' cream supply furnished the centralizing plants.

The Stark County Creamery Company is a new business institution in the city of Alliance, Ohio. This company has opened offices and ware rooms opposite the Alliance Cold Storage Company at the corner of Linden and Prospect streets. Being on the Pennsylvania lines, shipping facilities are easily accessible. The company buys and sells creamery butter, eggs, farm produce and chickens.

THE MARKETS

BOSTON.

**Receipts Small—Best Grades Firmer—
Prices Reach Bottom.**

[By The Creamery Journal Staff Correspondent.]

The butter situation has not changed materially the past two weeks. Receipts have been gradually increasing, but are not equal to last year, and only slight accumulations have taken place. Although receivers have been willing to meet buyers on what they consider a reasonable basis, they have not been willing to make many price concessions, and quotations are about the same as previously reported. If anything, there is a firmer tendency on the best grades, which are showing enough grass flavor to justify some being put away in cold storage. This marks the turning point of the season, and from this time forward a gradual increase in the holdings may be expected.

Up to this time buyers have been operating only for current consumptive wants, and where the quality was not really desirable they had the advantage on prices, but now receivers are stiffer in their views, and it looks as if the lowest point has been touched for the next few weeks, or while buyers secure all the surplus they want for storage. The demand for immediate consumption is running along pretty well, and on present basis of values it will probably run larger than a year ago. Distributors are anxious to keep prices on a steady basis as long they can, but they are afraid that speculators will take hold of the June goods and unduly inflate values. On the other hand, producers are naturally looking for some advance in prices for their finest June creamery.

Now let us come down to actual transactions. The ruling wholesale selling price for extra creamery has been 26c, and some special marks have ranged up to 26½c. For a few days it was hard to get over 25½c for the best of the arrivals, because the quality was somewhat mixed and nobody wanted to buy it for future use. Up to this week the western shipments gave better satisfaction than most of the northern, as the season has been backward in Vermont and part of York state, but the make is now coming better and Vermont butter in spruce tubs will have the preference. Firsts have been meeting with a good sale at 24½@25c, and some lots ranged up to 25½c, just a little under extra. Seconds command 22@22½c, and thirds 19@20c. Ladles are firmer and selling at 18@18½c, and renovated at 20½c. During the flush season most of the arrivals will probably grade either firsts or extras.

About 22,000 packages of the old storage stock have been carried over, and as these are mainly of a low grade, say seconds, they range 20@23c, but for most of stock offered buyers are slow to pay over 21@22c. These will probably be worked off as the summer progresses, as there is always a use for these cheap grades at a price. But they are being sold at a loss on the original cost, and with this in mind dealers are slow to pay high prices for much to put away, though they all carry more or less stock at current rates.

Statistics show that the new make of butter is not coming along as fast as dealers expected. Receipts are running much smaller than a year ago, and the indications are that the total for May will be smaller than last year.

Receipts of butter at Boston for past two weeks aggregated 3,095,376 pounds against 4,201,549 pounds same time last

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

*Ship Us and
Compare Results*

References: Irving National Bank, N. Y.;
Farmers National Bank, Osage, Iowa;
Your Own Banker; The Creamery Journal

Perfection Brand Butter Color

HIGH IN QUALITY

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LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

year, a decrease for this year of upwards of 1,000,000 pounds. But even with this falling off in new arrivals, there has been enough to supply the demand, with a surplus left to put into storage.

The stock of old butter carried over into the new trade year amounted to 22,762 packages against 4,728 packages last year, and the stock on Saturday, May 23d, was 25,339 packages against 12,135 packages same time last year, showing that the increase so far for the month is 2,577 packages as compared with 6,405 packages same time last year. In other words, we are now putting away much less than a year ago, owing to the loss in receipts, and it looks as if the stocks this year would soon be about even with a year ago.

Here is a statement of the stocks carried over for the past four years and the dates: May 18, 1911, 55,499 packages; May 18, 1912, 2,504 packages; May 9, 1913, 4,788 packages; May 9, 1914, 22,762 packages.

CHICAGO.

Situation Unchanged and Generally Unsatisfactory—Prices Too High.

[By The Creamery Journal Staff Correspondent.]

The butter situation in Chicago is without much change. By this is meant that the market is in a generally unsatisfactory condition.

Thomas Gallagher Sr., of Gallagher Brothers, well known South Water street receivers, talked at some length over the local situation to the representative of The Creamery Journal.

"From the receiver's point of view," said Mr. Gallagher, "the present butter market is in a bad shape, owing to the fact that a premium contract situation prevails. We are paying more for our butter than we are able to get in the present market. The situation may change for the better in a few weeks, but I have my doubts. Local merchants who are buying butter in the present market will be compelled to put the goods in cold storage over the summer and pay the one-tenth of a cent per pound which is charged by the houses. By taking this course they are running a grave risk of hitting the fall with a market little better than the one which exists at present. If they are able to dispose of this butter at a profit next fall, everything will be well, but if the market continues along the present lines, I foresee some serious losses by local receivers."

Foreign butter continues to be blamed by many local butter men for the present condition of the market. They claim that too much butter has been diverted to this market owing to the fact that the foreign butter has filled a place in the trade of the west which was formerly held by the

goods of the domestic producer. Packing conditions continue to improve on the other side of the water, enabling the shippers over there to ship into the local market at little expense and in a manner which will meet with the approval of western receivers.

In making the rounds of the local trade in Chicago the visitor is not likely to find a more modern butter basement than that of Gallagher Bros. More than 67 per cent of the business of this firm is butter, and it is for that reason, naturally, the management would pay particular attention to the facilities for handling the same. The space occupied is 125 by 20 feet. The forward part of the basement is taken by the receiving and sales room. The middle room is the print department and the rear is the shipping room. It is a revelation to see the butter coming into the basement from the teams on the outside. Following the usual custom of commission houses which have butter basements, a chute leads from the edge of the sidewalk to the floor below. The butter in tubs comes sliding down the runway, which is greased to a point of extreme slickness, and is caught by workmen below, who pile the same in neat piles. The receiving room is fitted with a modern refrigerating device, which keeps the air in constant motion and insures the proper temperature all the year around. The walls are painted white, with large incandescent lights in clusters all over the ceiling in double rows, so that the light is perfect at all times. In forcing the warm air out of the basement the sub-merged pipe system is used. Thomas Gallagher Sr. is proud of his butter basement and declares that there is not another along the street which will even come close.

Local butter men are interested in the demands of the egg receivers from the railroads, which were formulated last week. Universal rates have been demanded, according to John Mitchell, of J. H. White & Co., president of the Butter and Egg Board, who was one of the prime movers in the meeting which was held last week and which resulted in the drawing up of the code. The meeting was held in the Hotel Sherman, in Room 104, and was attended by about 12 representative receivers.

"The demands which were made in the list formulated represent only what the egg men would like to have from the railroads," said Charles McNeill, another prominent butter and egg man, who was present at the meeting. "Nothing we asked is permanent, and I doubt if any of the propositions stand in the present form. They will all be submitted to the Managers' Association of the Railroads, and they will pick them to pieces, granting some things and

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry**GEO. M. BAER & CO.**References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.**25 South Water Street
PHILADELPHIA****D. E. Peterson Co.****SPECIALISTS IN BUTTER****33-35 South Water Street, PHILADELPHIA, PA.**

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

refusing to grant others, I suppose. The local trade is much interested in the proceedings. I am well aware of that. Owing, however, to the wish of W. F. Priebe, of W. F. Priebe & Co., who was in the chair, the detailed text of the demands cannot be given out to the press. I will say, though, that universal egg rates was the principal idea around which all the other propositions revolved. Many weeks will pass before we know exactly where we stand on this matter."

The late history of the butter market, which is to say, what has happened within the past two or three days, points again to the inability of increased arrivals to bring the butter market to a lower point in regard to price. However, it is possible that the price will drop a point or two within the next few days according to the opinion of local receivers.

C. E. Turner, of Turner, Nohr & Co., has returned from a long trip among the shippers of the southwest. Mr. Nohr went west in particular to investigate the butter situation among the shippers. He returned much encouraged. He does not believe that the present unwholesome condition of things can last much longer. He says the shippers upon whom he called seem to be optimistic enough, and that he believes the market will readjust itself to suit the satisfaction of all concerned in the near future.

NEW YORK.**Market Firm—Buyers Demand the Best—Butter Deal Not Enticing.**

[By The Creamery Journal Staff Correspondent.]

It looks very much like a year for high prices of June butter and the efforts of the conservatives to keep the market down so as to secure the June make at a safe storage price have been unsuccessful. The competition to get the cream of the June pack has been unusually keen this year and solicitors who have covered the west have been forced to allow more concessions than common in order to swing new creameries their way or to hold their old butter factories. It has been a long time since the premium evil has been as marked or as aggravated as has been this season. Representatives of butter houses for most of the large eastern markets are in the west and apparently their instructions before leaving was to get June butter at any cost. Most of the houses are offering premiums of 1/2c to even 2c above top prices. While the 2c price is extreme the average premium is 1@1 1/2c above the highest price with a 5 per cent commission. Another

favorite deal is to give the top price less no commission. Those who will not meet the demand for premiums find they cannot hold their creameries. It is a case of the creamery man generally in getting all that he can irrespective of the service or satisfaction he may have experienced with the house which has handled his butter for the last year.

There seems to be no way to check the premium evil although receivers are discussing the matter frequently. This year the meat companies will not hold back as they did when it came to get the early pack of eggs and this is an additional reason for working up the prices of June butter to a high level. In New York when the market should gradually have declined it has held fairly well at 25 1/2@26c on extras. Some operators believe that the market has now reached its bottom. There are those who look for 25c quotation and are doing their best to bring this about although there is plenty of evidence to warrant the expectation of the continued high market. As the season advances the proportion of full grass butter is increasing and stock that is not full is difficult to place. Buyers now demand the best there is and for 10 days or two weeks there has been a tendency for an accumulation in the off lines. This has caused an undertone of weakness on this particular line as most receivers have aimed to keep their stores pretty well cleaned up as they realize the tendency was towards full grass and that there will be less chance later on of moving inferior lines even than now.

The butter deal does not look enticing to some of the conservative operators and they are standing back determined either to get butter at 25c or less or stay out of the game. With the duty off on foreign butter there is every likelihood of heavy importations during the winter to materially affect the market and these conservatives do not want a repetition of last year. The held over butter now is of so little importance, as there is little call for it, that some have almost forgotten the large surplus which will be carried over until next season. Foreign shippers are anxiously watching the market and there is no doubt that there will be liberal shipments from Siberia, Denmark, New Zealand and Argentina if prices next winter are around 26@27c or better. American butter stored at this price invites foreign competition.

Receipts are gradually increasing but are about normal for the season, being 56,850 packages last week. This is somewhat surprising as earlier in the deal it was pre-

dicted that there would be a marked increase in receipts within a short time. This was on account of an early spring in many sections but in others the season is 10 days to two weeks late. The north has been particularly so on account of the cold, wet weather. Pastures have an excellent start and warm weather will put them in fine condition and will insure a heavy flow of milk. Within 10 days a marked increase in supplies is anticipated. Despite the irregular quality of current receipts over 1,000 tubs have been put away.

Trading in process has been moderate as there is not a broad enough demand in this line which was anticipated. The free supplies of creamery lines is interfering with the sale of process, particularly of the lower grades. These are hard to move. There has been a steady trading in ladles while the demand for packing stock has been active enough to absorb the current arrivals. The federal government has been making some investigation into the packing stock trade and receivers are requesting shippers to be more careful in their grading as they are guarding against receipts of any moldy and rancid butter.

PHILADELPHIA.**Receipts Increasing—Fine Butter Has the Call—Notes.**

[By The Creamery Journal Staff Correspondent.]

While the quotations on this market have undergone little or no change during the past two weeks, yet from the butter in evidence in the different houses, it is quite apparent that there is a decided increase in the receipts. The current make is showing some improvement, but it is as yet not up to the standard and with buyers particular and the bulk of the arrivals not up to the wanted grade, there is more butter of the kind than there are buyers, and receivers have been forced to store their surplus, which is considered unfortunate at the opening of the season. When these goods go into the coolers, whether on the shipper's or owner's account, the intention is to sell and withdraw at an early period; however, much of the stock remains as better goods keep coming to the neglect of the poorer.

Fine butter, that which will score 93 points, is the quality that has the call. The receipts as yet have not shown much increase, but with the buyer cautious, operating about from hand to mouth, they are enough to supply the demand altogether and supplies are under good control and we find no important accumulation.

Ladles are more plentiful and having little call. The values are for the most part merely nominal, as the preference is largely given to the dairy roll. This is being packed by the larger receivers in 60-pound tubs and sold to the user of ladles at about the quoted prices of ladles. The receipts of packing stock are much heavier and showing considerable improvement in quality, have found ready sale at 16@17c. Receivers have been suggesting that this grade of butter be solid packed in tubs or water soaked barrels; we quote solid packed creamery, extra 26c; extra firsts 25c, firsts 23 1/2@24c, seconds 22@23c and ladles 17@19c.

Notes.

The application of the corporation, F. W. Aiken Company, having been granted by the Commonwealth of the State of Pennsylvania, the business will hereafter be conducted under the firm name of D. E. Peterson.

Geo. M. Baer & Co., distributors of fancy butter, are always in the market. If you have the grade, try them.

Beam, Turner Company is now vastly



"Exhibition"

It is the custom among Creameries, when sending butter for exhibition to procure the finest, handsomest and best made tubs—no matter how inferior the tubs they use in ordinary marketing of their butter.

They do this because they realize that the appearance of their Package is an important point in making a favorable impression and obtaining the highest possible scoring at the Exhibitions. When they exhibit their butter they want to present it in Exhibition Tubs.

They know—all of them—whether they use the finest tubs or not in the marketing of their butter, that "Style" counts—and counts heavily—at the Exhibitions.



And the buyers and users of Schmidt Bros.' tubs know also that "Style" counts *at the markets* in results achieved, as well as at the Exhibitions—in obtaining highest possible *prices* as well as highest possible *scoring*. The business managers of these creameries

MAKE EVERY SHIPMENT AN EXHIBITION SHIPMENT

by buying and using—in Schmidt Bros.' tubs—the finest, *most* presentable and best made tubs to be obtained anywhere, at any price.

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.

improved in looks. They are giving, as is usual with them, their special attention to butter in any sized lots.

John J. MacDonald wants more butter and is in position to render full market rates.

A. J. M. Murdoch & Co. have the trade for all grades of butter—and in locating in South Water street they made a move in the right direction.

H. S. Pennypacker, having a large local trade, finds his new quarters at 102 Vine street much better suited to his needs.

Pay for Quality.

The first thing for a buttermaker to do if he wants good raw material is to study his work very carefully before he tries to tell his patrons to bring good, clean cream. In the first place, he should keep his creamery as neat and clean as possible, in order to give the patrons a good example, as mostly all poor raw material comes from unclean separators, pails and cans.

Poor raw material, as a rule, comes from carelessness. In summer cream must be kept in cold water at all times, and no cream poured into the can until the animal heat is taken out of it. Have the farmers bring their cream at least every other day. A good way to get good raw material is to grade the cream; give the farmer who brings the poor cream less money than his neighbor who takes good care of his cows and cream.

If a buttermaker finds anything wrong with a can of cream, it is his duty to speak to the farmer about it, and help him find out where the trouble is.—J. A. Fenger, Garner, Iowa.

[Paper read at Iowa River Buttermakers' and Dairy Boosters' Convention, Garner.]

The re-organized company at Ravenna, Mich., is known as the Ravenna Incorporated Butter Company and the directors are: Roy Haas, south Ravenna township; Clark Smith, ex-supervisor of Sullivan township; Frank White, town clerk of Moorland township; Owen Harrison, postmaster of Ravenna. The capital stock is \$6,000.

A co-operative creamery for Glenn county, California, will be organized. E. R. Twede, J. A. Davis, N. E. Mulick and Frank B. Glenn, the committee appointed to canvass the dairymen, report that without exception all the dairymen are eager to have the creamery built and will work for an early start.

Several meetings have been held at Williams in Colusa county, Cal., by dairymen in that vicinity with the idea in mind of starting a co-operative creamery. They are investigating the situation carefully and have appointed a committee to look into the matter further and to arrange for stock subscriptions.

Wallace Curtis of Portland has taken charge of the creamery at Kelso, Wash., and is giving the plant a general overhauling. He proposes to market only a high grade butter and is offering inducements to the farmers to market their butter-fat locally.

The Hess Creamery and Storage Company, of Glen Ullin, N. D., has been granted a charter by the secretary of state, and has incorporated with a capital stock of \$50,000. The incorporators are Wm. Hess, E. A. Burmester and H. C. Schulz, all of Glen Ullin.

Sig Klemesrud writes the Creamery Journal from Kasson, Minn., he now being proprietor of the creamery there, that he is doing a fine business, and making around 50 tubs of butter a week at present, expecting soon to increase to 60 or more per week.

The Oxford County Farmers' Union, organized at North Lovell, Maine, for the purpose of handling produce, selling real estate, and maintaining creameries with \$10,000 capital stock. Officers: President, John Q. Mason, of North Lovell; treasurer, S. C. McAllister of North Lovell.

The Clover Creamery Company, of Roanoke, Va., has opened a branch of business in Winston-Salem, N. C., occupying part of a building near the depot. It will supply cream for the manufacture of ice cream. Agitation for a Forsyth county creamery is still going on.

The cow testing work in Ohio is progressing rapidly—so fast, in fact, that it keeps the dairy school there busy supplying enough competent men for the work. At the Ohio State University May 14th and 15th examinations for tester were given.

Buttermaker Lovied has resigned his position with the creamery at Strandquist, Minn., and is succeeded by Oscar Stanness, of Newfolden. Mr. Lovied has accepted a position at the Middle River creamery.

Mr. Nelson, from Iowa, has recently been installed as buttermaker of the Taopi, Minn., creamery. He feels encouraged over the outlook there.

Butter that looks best pays best

No matter how good your butter is to start with, it won't bring the top price unless it looks right. Wrap it in

Paterson Pioneer Parchment Paper



and it will reach the consumers fresh and clean—they are willing to pay more

for its good looks. No other parchment paper equals Paterson Pioneer.

Write for free book, "Better Butter."

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165 & 167 Reade Street, NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

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NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1889

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near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

An Appeal to Minnesota Creamerymen

Prof. R. M. Washburn, assistant professor of dairy husbandry, University of Minnesota, sends the following open letter to the buttermakers of Minnesota; which contains much of interest and value to buttermakers in every other state:

"On October 3, 1913, the law reducing the tariff on import butter from 6c to 2½c a pound went into effect. The result has been the influx of about 7,000,000 pounds of butter up to May 1st, from various foreign countries. Though little, if any, of this foreign butter reached the interior part of the United States, the fact that it is being consumed in our large seaport cities, in the place of that which ordinarily has been provided by Minnesota and other mid-west states, reduces the demand for domestic butter.

"I recently had the opportunity of sampling butter in Philadelphia and New York, from Australia, New Zealand, Argentina, Siberia and Denmark. I was keenly interested in learning that the quality of the foreign goods was so nearly up to the grade of our domestic butter as to become actual rivals. Of those samples tested, only the butter from Denmark could compete with our best western make, but all the rest would compete with all the undergrades produced in this country.

"The buttermakers of Minnesota have won many national and international honors on creamery butter, but when on the sales floor in New York City I tasted butter from Minnesota which was not as good as some of that from South America or Siberia, the fact was driven home most keenly that the greatest victory in this line that can be won is a quick sale of our butter at top prices, and that the time is far distant, if ever it will arrive, when we can afford to cease our vigilance or to work less hard.

"One trouble with western butter was found to be its lack of uniformity. Some factories put out good butter most of the time, when all at once, and without notice or warning to the house receiving the goods, send on a poor lot. It may be sold on reputation and a few days later returned. The butter house then has a quantity of poor butter on its hands and a good customer lost. The value of constancy in high quality can hardly be overestimated. 'That man sends good butter all the time,' was the remark made by one dealer. The same man showed me his private list of approved Minnesota creameries, those who always sent first-quality butter. We have 865 creameries in Minnesota, but that list included only 48. That certainly is not very encouraging. This dealer may have been too conservative, but I am sure he would have made a longer list if his experience would have permitted it.

"Our competition is now established. While the actual quantity of butter imported may never be very great, the fact that New Zealand and Australia can put fresh grass butter onto our winter market as cheaply as we can ship from Minnesota to either coast, and the fact that Siberia with its tremendous pastures and cheap labor exported three and a half million pounds of butter in 1912, and the fact that the freight rate from St. Petersburg to New York, in cold storage, is only 1c a pound, and the fact that Russia and Siberia, with Denmark and Sweden, have for years been providing the the best trade of north Europe with good butter, makes of these foreign producers standing competitors.

They stand ready to import the moment our price reaches an attractive figure. In Siberia the price of first-grade butter last year ranged from 17¼c in April to 22¼c in December, with an average of about 20c a pound. If we add to this the 3c freight it is evident that such goods can be laid down in New York at 25@27c a pound. I can see little hope for any material improvement in our butter markets this season or next.

"It is true that about two-thirds of the population of the United States live in cities and that they have a right to some consideration. The theory of world-wide citizenship with the doing away largely with national individualism sounds good. It may be asked, however, whether the standards of living which make for the best grade of humanity are yet sufficiently standardized in the various countries to make this world-wide basis a fair one?

"What are we going to do about it? The competition furnished by many of the large creameries of the mid-west serves to put the small creameries on their mettle and to make them study their business, and to turn out a better butter than ever before. May it not be that foreign competition will be a blessing in disguise, in forcing our American creameries to either improve or shut up shop?

"There is practically no danger that there will not be a good demand at a profitable price for first-quality butter. The demand is continually ahead of the supply, and the trade is becoming more and more particular that their butter is neither mottled, greasy, nor even slightly rancid, but the producers of second and third-quality butter in the United States are going to be hard hit. The quality of the imported stuff is easily such as to compete with them.

"The same old question again confronts us, the production of high quality without material increase in cost of production. Some buttermakers in Minnesota are, to my certain knowledge, not doing what they might. Some use no starter; others attend to it badly, while others are generally untidy, or slightly unclean in all their work, and thus introduce foreign and undesirable flavors, and shorten the life of the goods which may go out normal. Cream grading has become a threadbare topic, but it was never newer or more vital than right now. There never yet has been devised a method whereby stale, rank cream can be made fresh and sound. The small creameries of this state have wonderful opportunities in being located near the producer, but this nearness is of no value unless the producer cares for his cream properly and delivers sufficiently often. The age of cream is measured by its treatment, not by days or miles.

"The farmers who produce the butter-fat are the ones who will be injured the most by poor quality of butter made. The dealer gets his profit, the railroad its freight, the maker his wages, the farmer what is left. I implore the managers of the co-operative creameries of Minnesota to consider this matter carefully, to discuss it with their patrons frankly, that they all may co-operate with the buttermaker in securing sound, clean, raw material. The managers may then insist that the buttermaker turn out a high grade butter constantly.

"The combined dairy interests of the United States are now being challenged

by those of the world for possession of the markets. If there is anything in efficiency in production through improved cows and especially by means of better feeding and care, now is the time that the farmers should apply the truths. If there is any virtue in the grading of cream and the carrying on of starter with constant vigilance of all the material in the factories, now is the time to use it. Buttermakers of this country should apply all the science and skill obtainable.

"The convictions of the writer are that the allied dairy interests of Minnesota should co-operate more actively than ever before to bring about economy in production and efficiency in manufacture."

One County's Progress.

F. R. Johnson, county agricultural agent in Otter Tail county, Minnesota, whose post office is Fergus Falls, in discussing recent advancement agriculturally in his section says: "The co-operative creameries organized here have greatly aided the dairy development. Today there are over 30 creameries in Otter Tail county, all of which are doing good work. These creamery organizations bring farmers together at their meetings, and the annual picnic held each summer calls forth the entire family. These picnics are held on some lake shore and programs and sports are enjoyed. Everyone brings his dinner and a common table is set. The last step in dairy development has been the building of silos and the importation of pure bred sires and cows. There are at the present time over 40 silos in the county and this number will be multiplied several times in a couple of years. Two carloads of pure bred dairy cows have been brought into the county and no farmer is satisfied unless he owns a pure bred sire.

Minnesota Picnic.

Preparations already are under way for a big dairy and creamery picnic, which is to be given under the auspices of the Nicollet County (Minn.) Dairy and Creamery Association, in co-operation with the Nicollet Creamery Association, on Wednesday, June 10th. The picnic is to be given in the Ardy Johnson grove, a short distance south of Nicollet. It will commence in the forenoon, and continue throughout the day. Addresses will be delivered by speakers of state and national repute, and there will be other attractive features. A band will be engaged, and refreshments will be served.

The Garrison, N. D., creamery was burned to the ground recently at a loss of \$5,000 with only \$3,000 insurance. The creamery had been open just a month, and had been operated on the co-operative plan. Over 800 pounds of butter stored in the creamery was saved. The fire started from an overheated boiler. The creamery had been doing a fine business for the time it was open and paid out over \$2,000 the first month. They will probably rebuild.

Having observed the fine success of the Catawaba Creamery at Hickory, N. C., the farmers of upper Mecklenburg have subscribed the necessary \$5,500 to establish a co-operative creamery at Mooresville. At present 150 farmers have become directly interested, and all the farmers for miles around are rejoicing over the opportunity for making money out of the dairy feature of farming.

A modern ventilating system has been installed in the creamery at Money Creek, Minn.

Ed Hauk, former Wisconsin creamery and cheese factory man, but recently of Seattle, Wash., has engaged himself with the Dairy Supply Company, of Minneapolis, as traveling salesman. Mr. Hauk was at one time connected with the Sharples Separator Company and recently with the De Laval Dairy Supply Company on the Pacific coast.

During the month of April 10,247,930 pounds of oleo oil were exported from the United States. This, in comparison with 8,251,051 pounds for the same month last year. The exports of this product for 10 months ending with April were approximately \$10,000,000 more than for the same period last year.

W. C. Lebaron, of Sherman, Texas, superintendent of the dairy department of the Texas State Fair, is already laying plans for a dairy and creamery exhibit of larger proportions and greater interest than any seen heretofore at this big annual Texas event.

C. E. Udell Cheese Company has been incorporated at St. Louis by L. H. Udell and John F. Albert. The purpose is to deal in butter, cheese, lard, etc. The capital stock, one-half paid up, is \$30,000.

Excelsior Creamery Company, at Marshall, Wis., has been incorporated by E. H. Jewett and four others, with a capital stock of \$3,000.

Flavors that Make or Un-make Profits

This is just the season to study flavors and their effect upon buttermakers' profits. When cows are changing from dry feed to grass, nature seems to give unusual pungency to that peculiar grass-flavor some of us like and more object to. A few weeks later, when the cows have settled down to grazing as a regular habit it will be less pronounced.

Like leeks to a Welshman is the flavor of wild onions eaten in the pasture; impossible to guard against and more than useless trying to eradicate. Not quite the same but more objectionable is that unpleasant barn-flavor due to insanitary conditions in the stable; or that curdy flavor that comes from too sour cream or the rancid flavor of stale and underworked butter.

Watch every detail from pasteurizing the cream, pure culture starter, even temperature in the churning, and cleanliness in the working, and some of these undesirable flavors may creep in. One thing positive you can do, and once you have tried it you will never find cause to regret. Use

COLONIAL OR LIBERTY

(Flaked Grain)

(Granulated Grain)

Salt (99.7% Pure)

The salt that carries with it Colonial Flavor, the flavor that recalls the first taste of salt sea air after weeks or months spent in the interior. Just as the flavors we have catalogued above take dollars from the profits of the buttermaker, so Colonial Flavor adds value to his product.

The increase of weedy butter in the last few weeks has caused the undergrades to accumulate in many markets to the glutting point. All the more pronounced is the demand for the well flavored butters that have the savor of

The Salt That Melts Like Snowflakes and Dissolves Like Mist

An order today may raise the grade of your next churning from good to extra. The difference may mean a balance in the bank.

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THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Felt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor

E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, JUNE 1, 1914.

QUALITY WILL SPELL SUCCESS.

There was no little uneasiness at the removal—or, rather, the reduction—of the tariff on butter because of the fear of foreign competition. And, now that the competition with the butters of the world appears to be a reality, that fear is intensified. Many men in the creamery world have given much thought to the question of foreign competition. Leaders among the commission merchants have spent much time in investigation and have gone so far as to despatch representatives to the other side of the water in order to get first hand information as to conditions—the ability to supply butter, the methods by which it is produced, and the price at which it can be had. Individual butter manufacturers in the United States have taken pains—the leading manufacturers, the wise manufacturers—to get all information obtainable. Dairy school instructors who wanted to be abreast of the changing tide have done no small amount of investigating. With the result that it is unanimously agreed that foreign butter is of such quality and can be had in such quantity and at such prices and at times as to be bound to enter into competition with American butter—especially the grades below first quality—and to have a tendency to reduce the possible selling price of American butter on the whole.

Prof. R. M. Washburn, who is always awake to every possibility for the advancement of the dairy

and creamery industry, has—figuratively if not actually—been lying awake nights studying over the foreign butter proposition. He has visited the markets, examined butter from foreign countries and butter from Minnesota and others of our producing states. And he is convinced, as everyone else seems to be, that we've got to improve on butter quality or take our medicine. In this issue we print his diagnosis of the case, his statement of the remedy and his appeal to the creamerymen and dairy farmers in his home state. We are reproducing his closing words, and offer them as an appeal to the creameryman everywhere. Here is what he says:

"The same old question again confronts us, the production of high quality without material increase in cost of production. Some buttermakers in Minnesota are, to my certain knowledge, not doing what they might. Some use no starter; others attend to it badly, while others are generally untidy, or slightly unclean in all their work; and thus introduce foreign and undesirable flavors, and shorten the life of the goods which may go out normal. Cream grading has become a thread-bare topic but it was never newer or more vital than right now. There never yet has been devised a method whereby stale, rank cream can be made fresh and sound. The small creameries of this state have wonderful opportunities in being located near the producer, but this nearness is of no value unless the producer cares for his cream properly and delivers sufficiently often. The age of cream is measured by its treatment, not by days or miles.

"The farmers who produce the butter-fat are the ones who will be injured the most by poor quality of butter made. The dealer gets his profit, the railroad its freight, the maker his wages, the farmer what is left. I implore the managers of the co-operative creameries of Minnesota to consider this matter carefully, to discuss it with their patrons frankly, that they all may co-operate with the buttermaker in securing sound, clean, raw material. The managers may then insist that the buttermaker turn out a high grade butter constantly.

"The combined dairy interests of the United States are now being challenged by those of the world for possession of the markets. If there is anything in efficiency in production through improved cows, and especially by means of better feeding and care, now is the time that the farmers should apply the truths. If there is any virtue in the grading of cream and the carrying on of starter with constant vigilance of all the material in the factories, now is the time to use it. Buttermakers of this country should apply all the science and skill obtainable.

"The convictions of the writer are that the allied dairy interests of Minnesota should co-operate more actively than ever before to bring about economy in production and efficiency in manufacture."



The supreme court in its recent decision with reference to the Iowa ice cream case points out that a manufacturer is not prevented from selling ice cream that doesn't come up to the official standard. The court's suggestion is that if dealers wish to make ice cream which contains less than the required amount of butter-fat they sell their inferior product as "frozen skim-milk." All the ice cream manufacturers in the state who wish to take advantage of this happy suggestion will please say "Aye."



This is the day of the long green—grass.

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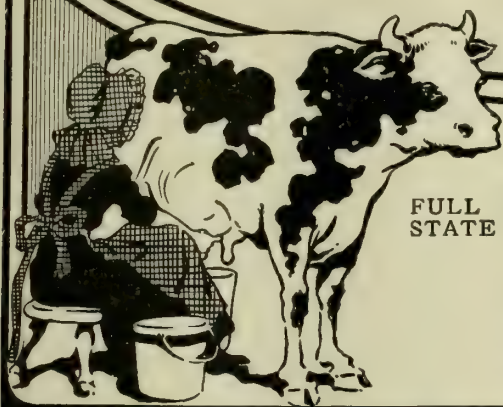
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To Use Minnesota Brand.

Several creameries in Minnesota are preparing to take advantage of the state law authorizing the state dairy and food commissioner to grant an official state brand for use on all their butter, the permission to be granted, however, only after strict compliance with the most rigid rules of inspection. Joel G. Winkjer, the commissioner, has one formal application, it being from the Litchfield creamery, but knows that others will seek at once for the coveted honor of stamping their butter with the Minnesota brand. And the brand will mean something, for Mr. Winkjer intends to let the world know that Minnesota has won 12 of the 14 championship banners awarded by the National Creamery Buttermakers' Association and that the state brand stands for a superlative quality of butter. The permits to carry the brand will be numbered so that any inferiority may be traced promptly and the permits may be revoked at any time in the discretion of the commissioner. "The state brand is granted only to creameries and cheese factories which live up to certain sanitary regulations," explained Mr. Winkjer. "All farm dairies supplying milk and cream to the factory must stand a certain inspection for excellence before that particular creamery will be granted the brand, and the privilege of using the brand will not be granted unless all the dairies supplying that plant are up to the required standard. The factory also is subject to a rigid inspection and requirements for certain sanitary conditions. After the proper conditions are provided and the factory granted the license, there is a continual supervision over the plant, requiring that the cream or milk be delivered in a good, sweet condition;

that the cream be pasteurized and according to legal requirements; that the butter or cheese manufactured must have a score of 93 or better. This score is determined by surprise calls for samples taken from the regular make immediately upon receipt of such call, and the dairy, and food commission is charged with the judging of such butter. If the score falls below the required standard, the creameries will be deprived of the privilege of using the brand. The butter or cheese made under these regulations is of a quality that will satisfy the most fastidious and the state brand on a piece of butter is a guarantee that it is up to the required standard."

At a recent meeting of the board of directors action was taken to erect the co-operative creamery building at Hood River, Ore. The location of the new structure has not been decided. The Commercial Club, which will furnish the site, has been offered a choice of several desirable locations.

Flames caused damage estimated at \$8,000 to a cheese factory in Lacona, N. Y., owned by William J. Peach, of Pulaski. The plant, a two-story structure, 40 by 60 feet, was burned to the ground, entailing a loss of \$6,000. The stock in the building was valued at \$2,000.

New Berlin (Pa.) Creamery Company, Samuel Bornstein owner, has gone into bankruptcy. Many farmers will lose heavily.

It was expected the farmers creamery at Galva, Iowa, would be ready for operation June 1st.

A petition in bankruptcy has been filed recently by the Nashville Creamery Manufacturing Company, of Nashville, Tenn. Liabilities are scheduled amounting to \$18,263.20 and assets are shown totaling \$7,650.

The Koelling Creamery Company is now located in its new plant at Centralia, Ill. The greater per cent of cream used by this plant is purchased direct from farmers in the immediate vicinity of Centralia.

G. V. Krans and Theodore Krans bought the creamery of the Victoria (Ill.) Creamery Association at sheriff's sale recently for \$800. It is presumed that the plant will be operated by them.

The addition to W. M. Peacock's creamery at Fennimore, Wis., has been completed—this is the addition that is to house the milk powder factory. A nice, roomy office has also been provided.

The Racine, Minn., creamery has decided to build a brick addition to its already complete plant, this new part to be used for refrigeration purposes.

The creamery at Dickinson, N. D., has recently put on a wagon to deliver on call at retail butter-milk, ice cream and butter.

J. L. Craft and Brothers Company, Chicago, have decided to locate a cheese factory at Thomas, Oklahoma.

The new creamery at Dudley, Idaho, is completed and ready for operation.

The Alice, Texas, creamery is shipping butter to San Antonio.

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California Prices.

"Today (May 16th) is pay day at the creameries of Kings county, California," says the Los Angeles Times, "and dairymen patrons of the various institutions either in or near the borders of Kings county, will receive for deliveries of butter-fat for the 30 days ending today, an aggregate in cream checks of about \$120,000. This amount is a fair monthly average and figures show that Kings county's dairy industry is worth to the farmers engaged in it a yearly average of nearly \$1,500,000, making it one of the largest and most profitable industries in the county. The prices paid by the creameries today are: Lucerne Cream and Butter Company, Hanford, 26c for butter-fat; Los Angeles Creamery Company, Maple Grove, 25c for butter-fat and 30c for sweet cream, bought at its Lemoore station; Riverdale Co-operative Creamery Company, Riverdale, 26c for butter-fat; Central Creameries of Lemoore and Riverdale, for the period from the first to the eighth of April, 26c for butter-fat in sour cream and 30c for butter-fat in sweet cream; for the period from the 8th to the 16th and on throughout the balance of the month, the price fixed is 25½c for butter-fat in sour cream and 29½c for butter-fat in sweet cream. Laton Creamery Association, Laton, 25c for butter-fat. Swift & Co., Hardwick, 26½c for butter-fat."

The New York May Scoring.

The New York May scoring was held on the 22d. Sixteen packages of butter were received, of which the following makers' butter scored 90 or above:

	Score
E. F. Wetmiller, Cohocton	90.66
Seven Gates Farm, N. Tisbury, Mass., George Gullock, buttermaker	93.83
Mrs. W. A. Whitney, Cassadaga	91.16
West Jefferson Cry. Co., Janesville, Ohio.....	90.16
Ivan A. Cook, Ithaca	93.00
R. R. Steacy, Ithaca	93.50
Glenn Harter, N. Y. City	94.33

There were two packages of cheese.

J. C. Butler, Nunda, N. Y., earned a score of 91.75, and H. L. Wilson, of Montpelier, Vt., received a score of 94.5.

Certified milk from Seven Gates Farm scored 98.—Department of Dairy Industry, Cornell University, Ithaca, N. Y.

Dairying in Ohio School.

Students who take dairy work in the College of Agriculture, Ohio State University, assist in turning out more than \$20,000 worth of dairy products every year. The larger part of this amount is obtained from the sale of 70,000 quarts of milk and 30,000 pounds of butter, which is handled in a model creamery located in Townsend hall. Considerable quantities of butter-milk, ice cream and various kinds of cheese are also sold. These products are made and handled almost entirely by students in their laboratory work in connection with their

dairy instruction. The quality of the product is such that the demand far exceeds the supply. No effort is made to manufacture products on a commercial scale. The increasing interest in dairying among the students is shown by the fact that there are 310 students taking one or more of the courses as compared to 215 last year.

Central Illinois Meeting.

A meeting of the Central Illinois Creamery Men's Club was held at Peoria, Ill., on Thursday, May 28th—too late to get a report of it into the June 1st issue of The Creamery Journal. This is one of the live creamery organizations in Illinois of which M. J. Nelson, of Peoria, is president; Lewis Nielson, of Galesburg, is vice-president; and F. A. Jorgensen, of Champaign, is secretary. L. Nielson is chairman of ways and means committee, C. F. Holliday is chairman of the railway committee, N. J. Nelson is chairman of creamery promoting committee and F. A. Jorgensen chairman of the publicity committee. The club is "organized for the purpose of furthering the dairy and creamery industry in central Illinois."

A cheese factory, it appears, is to be the latest new industry for Columbia, Tenn. Practically all of the stock has been subscribed, and it is probable that the plant will be in operation in the next 60 days. The factory will be run in connection with the Sip Bottling Company's plant. The product will be handled by them throughout the south. A white cream cheese will be made. The Sip Company has several other similar cheese factories in Tennessee and Mississippi in connection with their bottling plants.

It is reported by a newspaper in Potsdam, N. Y., that the Borden Condensed Milk Company, which has a number of plants in St. Lawrence county, has commenced the manufacture of cheese on an extensive scale, using a majority of their plants for this purpose. The Borden are said to have closed one of their big casein plants and to have started the manufacture of cheese in six or seven of their stations in Lewis, Oneida and St. Lawrence counties.

Edson Brothers, Philadelphia, recently received an order from Navy Department for 300,000 pounds of butter—one-half of it for practically immediate delivery to various points by transports. The navy has been in need of considerable quantities of provisions of late, including eggs and poultry as well as butter.

The Green Tree Dairymen's Association, near Morristown, Pa., seeks to recover \$486.39 from Sam Bornstine, of Brooklyn, N. Y. The affidavit of the cause of action

sets forth that the defendant entered into a contract with the association to purchase skim-milk, and that he has refused to pay for it. It is also alleged that the defendant is about to remove his cheese-making factory, which is located in Montgomery county, to a point outside of the state.

Hiram M. Keen, of Newport, Pa., is one of a number of business men who have asked for a charter of incorporation for the Mifflin Creamery Company, incorporated to do business in Mifflintown, Juniata county. The new company purposes erecting a large modern creamery and condenser, including a cold storage plant, and will manufacture butter and ice cream.

Charles P. Hornaday has leased the plant of the stockholders of the Danville, Ind., creamery for a period of 60 days with an option for its purchase at the expiration of that time. Mr. Gillette, who was formerly with this creamery company, has been employed by Mr. Hornaday as buttermaker.

Fire destroyed the milk station located on the Unadilla Valley Railroad in Leonardsville, N. Y. Only a portion of the boiler room remained intact. The building was owned by the Leonardsville Dairy Company and was leased to the Phoenix Cheese Company. The loss is \$10,000.

The Sheffield Farms-Slawson Decker Company have purchased approximately four acres of land near the junction of the Otsego and Herkimer and the D. & H. railroads at West End, Oneonta, N. Y., and will erect a modern creamery plant there in the near future.

American Churn Manufacturing Company has been incorporated at St. Louis by M. H. Crossman, L. A. Crossman and Glenn Jones, to manufacture, sell, lease and rent a churn for the manufacture of butter from milk. Capital stock, fully paid, \$75,000.

The advisability of organizing a creamery company in the town of Superior, Wis., was to be definitely decided upon at a meeting of the Farmers' Rural Improvement Association which was scheduled to be held at the farm of James Farrell May 30th.

Pietro Guzzetto, of Easton, Pa., is back of a new cheese factory which started operations at Martin's Creek. The plant will be known as the Martin's Creek Italian Cheese Factory.

The Beatrice Creamery Company recently declared the regular quarterly dividends of 1½ per cent on the preferred and 2½ per cent on the common stock.

The Hardwick (Vt.) Creamery is running. The plant is new, modernly equipped and will, in addition to manufacturing butter, sell milk and cream.

A company is being organized at Livingston, Mont., with \$8,000 capital, to establish a modern creamery to be equipped with refrigerating plant. The Commercial Club is promoting the enterprise.

The Mulliken Co-operative Creamery Company has been organized at Mulliken, Mich. The officers are Hiram Peabody, president; R. P. Jepson, secretary; J. B. Reed, treasurer.

In a single day recently the Centralia (Ill.) Creamery Company paid out \$1,700 for cream.

A Bank Promotes Dairying

The banker in the small town governs to a large extent the activity of the surrounding community. The combination of a good bank and a community of progressive farmers will improve a country, no matter how good or how poor it may be. The banker who endeavors to make all his investments at home not only builds up the town or city in which he may be located but also lends a helping hand to anchoring permanent agriculture, which eventually leads to better homes and better citizenship.

All of the institutions founded for the future generations as well as the present recognize agriculture as the country's most fundamental and important industry.

They also realize that the good dairy cow with her ability to produce economical human food and build up the fertility of the land is indispensable to the most permanent type of farming.

At a recent meeting conducted by the dairymen's association at Afton, Iowa, the Citizens' Bank of that town had the following offer read to the large audience by one of the speakers:

"Believing that the territory tributary to Afton is well adapted to the dairy interest, and that this interest offers the most profitable use for our lands, we make the following proposition in the hope that it will increase the interest in dairying.

"First—To any resident of this territory making satisfactory paper we will loan the cost of two or more high-grade cows, Holsteins preferred, on one year's time at 6 per cent, with the privilege of paying monthly receipts therefrom on the paper.

"Second—Under the same conditions, to any man or men wishing to purchase together a pure bred bull, we will loan the cost of same for a year without interest.

"Third—With a view of having silos built in the territory as a demonstration of their value, we will loan on similar conditions the cost of one silo in each of six neighborhoods adjacent to Afton, for a year without interest. We would have to except the west and southwest territory as already having several silos erected, and as being more familiar with the value of this feed.

"We trust that we will be called upon to make good our proposition on all of these offers."

This bank should certainly be commended for the offer made and the idea is one which, if followed by all of the banks of our towns, would be of great assistance in promoting agriculture. This matter was briefly referred to on our editorial page May 15th.

Co-operation.

"The combination of the efforts of a large number of people in producing, preparing and distributing raw material is essential to an economical supply of dairy products." So said Prof. H. C. Taylor of the University of Wisconsin in an address at Chicago some weeks ago.

"What relation shall exist between the milker and the man who owns the cows, what between the owner of the milk or cream and he who manufactures it into cheese or butter?" asked Prof. Taylor.

"The spirit of co-operation is needed to counteract the spirit of antagonism in the modern industrial and commercial world. In education the effort should be to emphasize the common interests to be gained through harmonious concerted action of all concerned rather than to the short-time individualistic point of view which nourishes antagonism and retards the progress of economy and equity in the economic world.

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REFERENCES:—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

"The true spirit of co-operation is comprehensive of the series of activities involved in the supplying of the needs of a people for a given product. The co-operation which binds one small group together for purposes of waging war on other groups simply intensifies the antagonism which exists. Such co-operation may be justified temporarily to bind together scattered individuals into a corporate group which can better carry on the struggle pending the day of a broader co-operation that spans the gap from producer to consumer.

"Harmonious action on the part of all concerned from the dairyman who grooms and milks the cows to the delivery boy who leaves the cheese in the kitchen of the consumer would mean greater profits for all concerned."

A Prosperous Creamery.

At the recent annual meeting at the creamery at Comfort, Texas, it was shown that during the past year they made 182,999 pounds of butter, and paid out for cream during the same time \$38,835.65. Eggs to the value of \$4,325 were bought during the year. The creamery put out 40,209 pounds more butter last year than for the preceding 12 months. Directors were elected as follows: William Wiedenfeld, A. S. Faltin, Louis Wiedenfeld, Gus H. Lindner, Charles Gass, Albert Faltin, Edwin Wiedenfeld. The directors re-elected officers for the year as follows: A. S. Faltin, president; William Wiedenfeld, treasurer and manager. The stockholders received a cash dividend of 8 per cent for the past year and placed a nice sum into the surplus.

Peterson Company Now.

The incorporated name of F. W. Aiken Company has been changed to D. E. Peterson Company. Application for this change was made on March 18th and permission has been granted by the secretary of the state of Pennsylvania. D. E. Peterson is president of the corporation. He has been connected with the firm of F. W. Aiken Company since its organization and has also had 30 years' experience in the Philadelphia market. Needless to say, the affairs of the concern are in good hands. The company is located at 33-35 South Water street.

F. J. Orth, a live young man who, in addition to being interested in the creamery in his locality is also a breeder of Holstein cattle, has announced himself for candidate on the democratic ticket for supervisor in Black Hawk county, Iowa. Mr. Orth lives near Jubilee and is secretary of the Jubilee Creamery Company. Creamery fellows seem to be getting into the political game pretty fast nowadays. And it is well.

The report of the Akeley (Minn.) Co-operative Creamery shows satisfactory progress being made. Joe Dugan, the butter-maker, gives figures which show a healthy increase in the amount of butter and other products being handled by the organization. The board of directors have decided to issue an additional \$1,400 worth of stock, in denominations of \$10 a share. O. F. Hawkes has resigned as secretary and O. E. Butler has been elected to succeed him. The following are the officers and directors of the creamery: Charles Andress, president; E. J. Johnson, vice-president; Bert Rodman, treasurer; O. E. Butler, secretary; board of directors, Victor Olson, Herman Schroeder, Olof Skoog and the officers.

In Cleveland butter quotations are still made pretty largely on the Elgin basis. This is also true in a number of other places, such as Toledo, Indianapolis, etc. There is reported to be a movement on foot at Cleveland to get the Elgin people to make their weekly price on Saturday instead of Monday. The creameries find that receipts of cream are heaviest on Monday, and if the price were established on Saturday preceding it would be easier for them to figure on their paying price. It is reported that some Michigan creameries have abandoned the Elgin quotations on account of them coming in on Monday.

Last year the Ontonagon Valley Company's plant at Ewen, Mich., had the most prosperous season in its existence. The creamery produced 70,369 pounds of butter, and also turned out 1,746 gallons of ice cream, against 55,579 pounds of butter and 940 gallons of ice cream for the previous year. In buying and manufacturing this cream the company paid out practically \$23,000, divided among about 170 farmers, or on an average of about \$135.

Twenty students of the Oregon Agricultural College, toured the Willamette Valley in an auto truck recently. The purpose was to inspect creameries and the milk division of the Portland health department. They were the guests of Dr. D. W. Mack and City Milk Chemist Galloway. The party carried full camping equipment. Professor R. R. Graves, dairy inspector of the college, was in charge of the trip.

The Jackson (Mich.) Creamery Company, Francis street, has just completed the installation of new and expensive apparatus, including a \$900 churn. The creamery company is now capable of making 10,000 pounds of butter daily.

Herman Hagan, formerly of the Prophetstown, Ill., creamery, is now in charge of the plant at Fremont, Minn.

John J. MacDonald 13 South Water Street
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REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western Representative,
F. A. Salisbury,
Vinton, Iowa

Improving the Quality of Our Butter

Hunter, Walton & Co., the butter house of New York and Chicago, have issued a book of suggestions for improving the quality of butter, the text matter being written by Prof. Carl E. Lee, of the University of Wisconsin. The pamphlet contains suggestive illustrations and helpful information for the producer as well as the manufacturer. Among other things, Professor Lee says:

"Good butter is always in demand. It can be made everywhere providing everything possible is done to deliver to the creameries good, clean-flavored milk and cream, and every possible precaution is taken to manufacture and present upon the market a well made and well packed product.

"During the past few months market conditions have changed. The difference in price paid for the highest and lowest grades of butter has been gradually getting wider, and the outlook for the future seems to point toward a still greater variation. Therefore, the producer of tainted milk and cream will not receive the usual price for butter-fat unless good butter is made.

"The competition resulting from the importation of butter will influence the selling of the lower grades but it will not injure the demand for good butter.

"The cream producers can say whether or not the butter made from cream skimmed on the farm shall have the quality found in the butter made in factories receiving whole-milk.

"The results of the scoring exhibitions of the College of Agriculture, University of Wisconsin, show that the average quality of the butter made from cream skimmed on the farm is fully two points lower in quality than is the butter made in factories receiving nothing but whole-milk. Good butter can be made from farm-skimmed cream of clean flavor.

"The method employed in getting the cream from the farm to the factory bears a direct relation to the quality of the butter. Good cream collected one mile from the factory at 7 a. m. and then hauled over the country road for 8 or 10 hours is reduced in quality. The following methods of delivering cream are in use and the grade of cream decreases in the order mentioned.

"1. Producer delivering his product means personal contact with the butter-maker.

"2. Producers in one community agree to take turns to deliver the product.

"3. Shipping by rail.

"4. Cream haulers. They do all the weighing and sampling of the cream, leaving no chance for grading by the factory operator.

"In several sections there has been a marked improvement in the quality of the butter shipped to the market. The efforts of these creamery companies have been rewarded by an increased demand for the butter and an advance in price sufficiently high to pay the buttermaker's salary."

Professor Lee's work is preceded by a statement about the new conditions confronting the butter industry by Hunter, Walton & Co., it being as follows:

"Our Mr. Somerville spent several weeks in foreign countries last fall investigating the dairy industry and learning, at first hand, the kind of competition that the creameries of our country will have to contend with under the new tariff, and we give below some facts that may be interesting and helpful.

"To begin with, dairymen understand, of course, that the duty on butter has been reduced from 6c per pound to 2½c per pound, and the bars against foreign invasion have been let down just so much.

"As to quality and prices: Danish butter is the finest and will compare favorably with any butter made in this country, and at certain seasons of the year, particularly during the winter months, it is better than most of the butter made in this country at that time, because it is made from whole-milk, under the best sanitary conditions and also under government supervision, and the experience of the past season indicates that this butter can be imported at an average cost of about 30c a pound, New York, duty paid; so the dairymen may know what they are up against, even on their fine butter.

"New Zealand, Australian and Argentine butters, while not as fine or quite as fresh as the Danish, will have to be reckoned with, and they cost about 27@29c, New York, duty paid, and when the Panama Canal is opened, which probably will be in a few months, the time from New Zealand and Australia to New York will be about one month instead of two months, as it is now by way of London and this will insure fresher and better butter, and probably a little lower cost for freight.

The seasons in these countries are just opposite to our seasons, their season of large production being our winter months, so that this fresh-made grass butter will come into competition with our winter make,

and also with our fine storage butter, so that fine butter will have to be made and the surplus stored at prices that will meet this foreign competition.

"Siberian butter is the cheap butter of Europe, especially in the summer and fall. The production in Siberia has increased wonderfully during the past 10 years, and it is still increasing. The seasons in Siberia correspond with the seasons in this country, and Siberian butter can be imported at from about 22@26c, New York, duty paid, according to quality. The best of it will grade a good 'First,' and it can be brought here in large quantities.

"Foreign packages may be somewhat of a handicap, but the trade will gradually get used to them, especially if foreign butter can be bought cheaper than domestic butter.

"The prices mentioned above are the prices of the season just past. There is a probability that the general prices on all foreign butters will be a little lower the coming season.

"Now, the thing for dairymen in this country to do is to face the facts just as they are and arrange their business to meet these new conditions.

"In the first place, they must recognize the fact that the average price for butter will be lower during the next few years than it has been during the past few years.

"Another thing they must realize, and this is very important, is that because of the competition of medium grades from the other side, there will be a closer discrimination on qualities of native butter, and a wider difference between the value of real fine butter and butter that is not fine.

"Consequently, they must use every means at their command to insure the production of the finest quality at all seasons so that they may receive for their product the highest prices, for the creameries that produce off-grade or faulty butter are going to lose out. That this will be the result there can be no question.

"The solution of this problem rests in a large measure with the attitude taken by the patron. If he will furnish to the creamery fresh, clean, sweet milk or cream, the battle will be more than half won; or, to cover the whole ground in a word, if every man connected with the dairy industry, from the milking of the cow to the marketing of the butter, will conscientiously and intelligently do his full part, no great harm can be done by foreign competition. Meet it with fine quality and intelligent marketing and the average results to the dairymen may be fully as good, or even better, than they have been under the old conditions."

C. R. Cooper, general manager of the New York Despatch Refrigerator Line and the National Despatch Refrigerator Line, announces that, beginning April 5th, S. E. James has been traveling agent for their line with headquarters in Suite 901-906 Merchants' Loan and Trust building, Chicago.

Because the driver of one of their wagons drove over the cliff at Second street and was killed in June last year, the Crescent Creamery Company of St. Paul are suing the city and the Omaha road for \$1,000 to cover the loss of two horses, wagon and contents.

Fresno county, Cal., creameries are reported to have paid out \$75,000 to producers in that county in a recent month. And this in spite of the fact that only a few years ago there was no such thing as a creamery in Fresno county.

Getting a Local Creamery Started

A new creamery has been built at Mt. Ayr, Iowa, and the commercial club of the town has shown great interest in the movement. The plant was erected by the Hastings Industrial Company. Late in May the State Dairy and Food Department co-operated with the local people in the holding of a number of meetings throughout the county. It was at first planned to have a big booster day in Mt. Ayr, but this being an exceptionally busy season, it was feared the farmers would not be able to turn out, so six different points were selected for holding evening meetings through the county, beginning on May 18th and concluding Saturday evening, May 23d. At each of these meetings G. H. Tellier, assistant state dairy commissioner, spoke. He was accompanied by Mr. Sawyer, of the Hastings Industrial Company. Local managers of each of the meetings had been appointed by the Mt. Ayr people, the managers in most cases being men who were interested to the greatest extent in dairying in the various communities. This is a co-operative plant and is known as the Mt. Ayr Creamery. Geo. S. Allyn is president, H. H. Wilson is vice-president, Bert Teale is treasurer and H. A. Fuller is secretary. The directors are Alexander Maxwell, A. R. Shrimplin, H. S. Tyrrel, J. W. Shiel and C. H. Robinson. The officers and directors have been making good use of the columns of the local newspaper in exploiting the creamery and they recently printed the following sensible appeal to the cream producers of their county:

"The business men and farmers of Mount Ayr and vicinity are going to try the experiment of conducting a successful co-operative creamery. It must not fail. Iowa has 512 creameries, and a majority of these are being operated successfully by the farmers on a co-operative basis. What the farmers and business men of other counties in Iowa have been doing successfully for years we believe can be done in Ringgold county. This creamery is our first manufacturing plant. We propose to manufacture the raw product of cream into butter and ice cream. A manufacturing plant to be successful must first have the raw material to manufacture into the finished product. If the producers of cream in this vicinity will support the creamery and boost for it, then its success is assured.

"When the business men of Mount Ayr were presented with certified statements showing what the co-operative creameries of Iowa paid their patrons for butter-fat last year and for previous years, and then were shown what the farmers of this community had been paid by the centralizers, it did not take these same business men long to make up their minds that what Mount Ayr needed most was a farmers' co-operative creamery. The farmers had known for years that the centralizers were taking a large share of the profits of the cow, and so they readily co-operated with the business men in taking two-thirds of the stock in the enterprise. As a result Mount Ayr now has, no doubt, the best creamery, ice cream and cold storage plant in the state. It is true that a creamery that might have answered our purpose for several years could have been built for half the money that this plant cost, yet an ice cream plant and cold storage were deemed quite essential, and we believe the wisdom of building the better plant will in time be conceded.

"According to the report of W. B. Barney, state dairy commissioner of Iowa, creamery butter shipped from this state by our 512 creameries sold on an average last year for 33.92c per pound. The farmers of this community received on an average 25c a pound for their butter-fat. These figures are eloquent, and no further appeal should be necessary to gain the loyal support of the farmers of this community for the new creamery. Its success or failure depends entirely on the farmer. If you stand by the creamery, the creamery will

stand by you. Its success means that you will receive a price for your butter-fat with the 20 per cent over-run added equal to the price of the best creamery butter on the New York market, which is always 1c or so higher than Elgin prices. After deducting the cost of manufacture, which will be less as the number of patrons increases, it will be seen that our farmers will get from 2@10c more for their butter than the centralizers have ever paid them. The gain of the over-run alone means that if you are now milking 10 cows you are adding the equivalent of two cows more to your herd without the labor of milking them.

"Good cream is essential to good butter.
(Continued on page 22.)



Premium Butter

IS MADE WITH

JUNE GRASS

AND

THE SALT THAT'S
ALL SALT

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W. I. YOUNG W. B. YOUNG
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Receivers and Distributors
Give superior service and real results. That
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References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet Correspondence solicited.

Boys and Girls Milk Record Contest

By E. S. ESTEL, State Dairy Expert

One hundred and seventy-two boys and girls in southern Iowa are now sending in monthly reports to the office of the Iowa State Dairy Association. These dairymen and dairywomen of the future are keeping complete records of the cows in the home herd. As some of the more ambitious youngsters are figuring the profit and loss on as high as 14 animals, the results will show the production of over 500 cows in this territory.

The contest was started at the time the special dairy train over the Burlington Railroad covered this section of the state and is the first of a series to be conducted by the dairymen's association. It has been outlined to teach the boy how he can, by devoting a few minutes each day, increase the production of the dairy herd.

All boys and girls between the ages of 12 and 20 years were eligible to enter the contest, provided they would keep records on three or more cows for three months. It was thought advisable to limit the first contest to three months in order to encourage a larger number to enter. The contests conducted in the future will probably cover a full year, thus giving more helpful information as to the value of the herd. From the interest manifested by the boys and girls who are now conducting the tests the majority of them will keep up the records during the remainder of the year.

Each contestant is furnished with a daily record sheet which is hung up in the barn behind the cows. He must provide himself with an accurate spring balance scale, and after milking each cow each time the number of pounds of milk given is recorded on the daily milk sheet.

Twice each month a sample of the milk must be taken and tested to determine the percentage of butter-fat it contains. Whenever possible the contestants furnish a small testing outfit and do the work themselves. However, in case the tester cannot be secured the boys and girls take the sam-

ples of milk to the creamery or station, where the test is made.

The kinds of feed used and the amount of each fed are carefully recorded, in order to determine the actual value of the cow. Feed schedules giving the value of the common grains and roughages were furnished the contestants. These place the figures on the same basis and make the result uniform.

Summary sheets are provided and all results are transferred to these each month. Spaces are provided for all the necessary data in the same manner as those used by the testing association.

An essay not to exceed 500 words, describing the manner in which the work was carried on and the benefit derived, must be written by each contestant.

The awarding of prizes is based upon the efforts and reports of the contestants and not upon the production of the cows. Any changes in improving the rations or making the production of milk more economical is considered, but it is realized that the boy does not have the opportunity to select the herd with which he is compelled to work.

The following score card is being used to grade the contestants:

Accuracy	25
(All calculations concise and correct.)	
Number of cows	15
(The larger the number of records kept the more credit will be given.)	
Neatness	20
(Manner in which reports are made.)	
Completeness of details	20
(Based upon details of recording feeds, condition of cows, etc.)	
Essay	20
Perfect score	100

Breeders of dairy cattle and dairy supply houses have assisted the association by offering valuable prizes to the winners of the contest. The three highest contestants will receive their choice of a pure bred Guernsey, Holstein or Jersey bull calf. The other prizes offered are cream separators, Babcock testers, milk scales, dairy publications, and, in some instances, cash.

The National Dairy Show

The publicity work for the National Dairy Show, which will be held in Chicago October 22d to 31st, inclusive, has already begun.

In the first place, meetings and conventions have been arranged as follows:

American Association Creamery Butter Manufacturers—October 26th.

Holstein-Friesian Association of America—October 26th.

International Milk Dealers' Association—October 26th and 27th.

Conference, Secretaries of State Dairymen's Associations—October 27th.

Official Dairy Instructors' Association—October 27th.

National Dairy Union—October 28th.

American Dairy Farmers' Association—October 28th.

Council of the National Dairy Show—October 28th.

National Association of Creamery Managers and Owners—October 28th.

American Jersey Cattle Club—October 28th.

National Association of Ice Cream Manufacturers—October 28th, 29th and 30th.

International Association of Dairy and Milk Inspectors—October 29th.

American Guernsey Cattle Club—October 29th.

Congress of Marketing—October 29th.

Milk Producers' Association—October 30th.

Special days have been arranged as follows: Holstein day, October 26th; Ayrshire day, October 27th; Jersey day, October 28th; Guernsey day, October 29th; Grange day, October 23d; County High School Pupils' day, October 24th; Women's Club day, October 26th; Railroad Dairy Department Men's day, October 27th; Milk Dealers' day, October 28th; Milk Producers' day, October 29th; Ice Cream Manufacturers' day, October 30th; School Children's day, October 31st.

The following reasons are suggested as to why you should attend the national exhibition:

You will have before you 1,500 cattle of the leading breeds, enabling you to indulge in intelligent comparison upon the relative merits of these great cattle.

Practical experts on feeding and breeding and proper direction of the farm will address you on these topics daily.

Practical experts from the dairy division of the United States Department of Agri-

Smith's Computer

and

The Creamery Journal

both one year, for

\$2.75

Regular price, \$3.50.

culture will give you daily visible demonstrations of the relative value of cows.

You will see exhibits occupying 40,000 square feet of floor space, arranged artistically, which include the best in everything that a dairy farmer, ice cream manufacturer, a buttermaker, a creameryman, or anyone else connected with good farming or dairy needs in his business.

Practical buttermakers operating a full-sized creamery.

Practical milk dealers operating a country milk bottling plant, showing all that happens to milk between producer and consumer.

Milking machine demonstrations.

Practical ice cream manufacturers operating a full-sized plant.

Butter, milk, cream and cheese exhibits from all over the United States.

New Colorado Creamery.

The Las Animas Creamery at Las Animas, Colo., was opened recently. It is owned and managed by V. G. Stephenson. The plant has been in process of organization, building an equipment for several months. It is provided with modern machinery and is sufficiently large to take care of the product of 500 cows daily at the start. Ice cream will be made in addition to the manufacture of butter. It is possible also that a little later on sweet milk and cream may be bottled and sold.

Coyne Brothers, Chicago, report that their receipts of butter since January 1st this year exceeded considerably their receipts during the same period last year, and last year they handled more butter than in any year previous. This is evidence of their service. They anticipate a heavier business this year because the Chicago market is especially attractive, and with their cooling plant installed last spring they are prepared to take care of an increased business and give it the attention it deserves.

B. H. Wing, who previously held the majority of stock in the Cairo (Ill.) Creamery Company, is now sole owner. A very large amount of new machinery has been placed, and the plant made modern in every way for the manufacture of butter and ice cream. Roy and Harry Strong, nephews of Mr. Wing, who come from Cleveland, Ohio, have been placed in charge of the plant, the former in the office and the latter in the manufacturing department. This will leave Mr. Wing free to look after the outside business which occupies most of his time.

The Manito (Ill.) Creamery Company have recently landed a contract with Peoria firms which calls for a ton of butter per week. The factory is in a better position to sell butter than at any other time since they commenced operations. The stockholders have authorized the directors to engage H. W. Van Dyke, the present buttermaker, for another year.

There is greater activity in the extension of dairying near Ladysmith, Wis. Farm values have doubled in this county in the last four years. In several portions of the county carloads of improved stock have been brought in this spring. Several new creameries have been added in the last year and all of those in the county have greatly increased their output.

Fire of unknown origin totally destroyed the large building of the Nashville Creamery Company, on the Nolensville Pike, near the Tennessee Central Railroad crossing

near Nashville, Tenn. The fire department were prevented from reaching the building by a large creek which surrounded that section and were unable to control the flames, which had gained much headway by the time they arrived. The entire building, with contents, was destroyed. The loss is partly covered by insurance.

The White Pine Creamery's equipment, located at Ashville, N. C., now represents an expenditure of something over \$50,000, including the improvements that have been made recently. Pasteurizing and cooling apparatus has been installed and an additional ice machine provided. The plant is constructed of brick and is fire-proof throughout. They manufacture both ice cream and butter.

The Mentor (Minn.) creamery will be finished about the middle of June and ready for active operations. A co-operative company is putting up the building, and \$3,000 in stock has been subscribed by local people since the first of the year. H. E. Mitchell is president and Marius Christianson, county commissioner from that district, is secretary.

A site for the new creamery was selected at Deep River, Minn. It is at the junction of the Minneapolis & Rainy River railway and the Great Northern, and consists of four lots facing both the roads. The site affords an ideal opportunity for drainage into the Deer river. It is expected work of constructing the building will soon start.

August Lundquist was recently elected president of Kandiyohi Central Creamery Association near Willmar, Minn., and C. J. Nelson secretary. The sum of \$3,642 was paid the present stockholders of the association for the creamery plant, ice house and buttermaker's residence. The new by-laws provide that stock shall be limited to actual patrons.

During the month of April this year meat and dairy products to the amount of \$9,301,538 were exported from the United States. In April, 1913, \$11,313,436 of the same products were exported. During the ten months ending with April, 1914, 113,211,648 pounds of meat and dairy products were exported and for the year previous, for the same 10 months, 104,813,574 pounds.

Robert Evans and E. F. Day, proprietors of the Michigan Dairy Company, a creamery concern at St. Johns, Mich., who left that city some time ago, were arrested recently on warrants charging them with doing business under fictitious names and failing to file proper affidavits with the county clerk.

The Helena (Mont.) Creamery Company is now putting out a new brand of butter called the "Special Helena Brand." F. L. Dissby is manager. He had eight years practical experience in Ohio before going to Montana and since locating in the west has taken special work at the Bozeman school.

D. D. Watson & Bro., of Oakland, Cal., are planning on establishing a modern creamery on their father's ranch southeast of Arbutle, and by fall intend to have it in running order. They now have 120 acres of alfalfa and intend keeping 120 cows. They will market their product in Oakland.

H. S. Pennypacker, Philadelphia commission merchant, advises us that since May 11th he has been located at 102 Vine street.

He was formerly at 310 North Front street. In his new location his facilities are greatly improved for the accommodation of his growing business. His specialties are eggs, poultry and butter. His special brand of butter is "Holly-Brook."

Allan R. Bates, who for a number of years has been head buttermaker for the Modesto (Cal.) Creamery, has accepted the management of the new co-operative plant to be built at Madera. Mr. Bates is president of the California Creamery Operators' Association.

The executive committee of the Farmers' Creamery Company, of Fredericksburg, Va., have arranged to have the work on their plant started very shortly. It will be built after the manner suggested by the United States Department of Agriculture.



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—14 lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.
105 Union St., Winona, Minn.



Getting a Local Creamery Started

(Continued from page 19)

We desire to have our butter score high in the market so that we can command the highest price, and therefore be able to pay the farmers proportionately for their cream. The price you receive for your cream will be based on the quality of the butter made. From now on the patrons of the Mount Ayr creamery will receive butter checks, and they may be assured that they are receiving the market price for their butter, just as they are now assured when they sell their hogs that they are getting the market price. Heretofore the farmers have been receiving cream checks, and the price they have received for their butter-fat has been invariably less than the market price for butter, notwithstanding the over-run of 20 per cent.

"The success of the new creamery means an added income to every producer of cream. It means more wealth to the community, and it means better prices for Ringgold county farms. Already it has been an incentive to the improvement of our stock.

"In addition to all this it means less soil exhaustion. It has been demonstrated that in the shipment from the community of a ton of butter worth, say \$600, only about 64c worth of soil fertility has been exhausted, while in the shipment of a ton of corn worth from \$14 to \$20 the loss of soil fertility equals \$8.

"Butter is now selling on the market for 25c a pound, and in view of the opening of our new creamery the centralizers are now paying for butter-fat within 3c of the price of butter. This is 2c better than they have ever done before under the present combine, and this only serves to emphasize the fact that it is to the interests of the farmers to stand by their own creamery or by lack of support help kill the goose that proposes to lay golden eggs for them. Already the farmers are reaping the benefits of the new creamery, even before the whistle has blown. The patron of the creamery who is not a stockholder stands on the same footing as the stockholder. Every person who patronizes the creamery will be charged 1c a pound toll for the use of the churn and other machinery. It is hoped that this amount will pay the stockholders a fair rate of interest on the money they have loaned to start the enterprise, and at the same time cover depreciation, possible break in the machinery, etc. So the non-stockholder should feel grateful to his neighbor who was willing to loan \$100 to the project and was willing to take a chance in order to help the farming community get all that was coming to them in the way of profits from the cow. So the producer of cream, no matter whether he is a stockholder or not, should feel just the same interest in the plant as the farmer who owns a share of stock. The success of the creamery depends just as much on one as it does on the other, and its failure will depreciate the value of all farms alike. The cent of toll charge for the use of the machinery puts all on an equal footing. Already the farmer who sells cream to the centralizers is paying a toll of 2c a pound on butter-fat to the local buyer who makes the test for the other fellow, and still they derive no benefit from the over-run. Twenty pounds of butter-fat will produce 24 pounds of butter, and that extra four pounds of butter means \$1 extra to the producer on the present quotation of creamery butter.

"We realize that with this new venture, the same as with every other project which is intended to help the community, there

will be those who will predict its failure. There were those who opposed the coming of the telephone, and refused to help build mutual lines in the country. But the mutual telephone is a co-operative institution, and it has succeeded. There were those who refused to put up a rural delivery box when rural routes were first established, and still the rural route and the entire mail system is a co-operative institution. With the rural routes, the government financed the enterprise and most of the rural routes are now self-sustaining. In Canada the government finances co-operative creameries, and when they have paid for themselves they are turned over to the farmers who have petitioned the government for a creamery. The Mount Ayr Creamery has been built exactly on the Canadian plan, only that our business men and farmers were of necessity compelled to do their own financing, as our government has not yet gone into the creamery business to the extent of building plants.

"Co-operation in road building has given Ringgold county a reputation all over the Union for the best county roads in Iowa. The same boosting spirit and loyal support will make our new creamery one of the most successful farmers' co-operative plants in Iowa."

Getting Good Material.

Securing good cream is the most difficult question that confronts us. Paying according to quality would seem an effective remedy, but so few of us have this system in operation that we can hardly consider it an issue in this article.

An observant buttermaker of much experience knows well that it is easier to educate patrons than to force them. You must single out your patrons, and study them thoroughly, so that you will know how to handle each individual patron in the way that will do the most good; not giving anyone an advantage over another, but each in the way that will reach his disposition best. If some, after doing all you can for them, still insist on bringing poor cream, tell them they will have to "Salute your flag," or you will hand them their passports.

After gaining your patron's confidence proceed thusly: His milking place must be clean and free from bad odors. The milk must be separated at once and the cream cooled before adding it to cool cream. Keep the cream in cold water and where the air is pure, and deliver at least four times a week in summer and three times in winter. The cows should not be allowed in a filthy place. The utensils should be kept very clean, especially about the separator, where he must be particular to use medium hot water and washing compound; then scald and leave in the sun.

The buttermaker must use an abundance of good starter. Demand a strictly No. 1 article of milk for same, as butter is never better than its starter. Use good salt, free from lumps, and color that has been well kept, not frozen or overheated. Get a good brand of starter culture, salt, color, etc., and stick to them; changes cause irregularity in work.

Keep yourself and the creamery clean, also the surroundings. Set an example. Keep a sample of nice, sweet cream on hand to show to a doubting patron whose cream is not as good as it might be. Have him sample the good cream, and then his. Some people mean well enough, but they are off in their judgment, and it is up to the buttermaker to create the right feeling in them, to show them that their cream can be improved.

Water is part of the raw material of

butter, termed moisture, and it plays an important part, too. See that it is clean and pure.—E. P. Conway, Goodell, Iowa.

[Paper prepared for Iowa River Buttermakers' and Dairy Boosters Convention, Garner, Iowa.]

Picnic Season.

It will not be long now until the picnic season will be in full bloom all over the country; in fact, many picnics have already been held. The picnic, however, which provides for some feature of interest and instruction of value to the picnickers is the picnic worth while. The National Dairy Show management would be glad to say a few words to the managers of picnics arranged for this season, particularly in the central states, so that a matter of mutual interest may be discussed. Therefore, if our friends who contemplate holding picnics for folks interested in topics of dairying will send the manager's name and address to the National Dairy Show office, 817 Exchange avenue, Chicago, it will be appreciated.

There is considerable interest being manifested at Mt. Pleasant, Tenn., among the farmers looking to the establishment of a co-operative creamery, with a supply of from 800 to 1,000 cows within a radius of six miles of Mt. Pleasant. The matter is being discussed favorably by the farmers and business men, and meetings have been held. Arrangements had been made to have Joseph R. Keithley, a creamery expert connected with the agricultural department of the United States government, talk the matter over with the interested parties.

The Oak Park (Minn.) Co-operative Creamery Association has been formed and articles were filed. The first officers are: President, A. T. Lund; vice-president, Chas. Swanson; secretary, T. D. Maxson; treasurer, John E. Jensen; directors, D. McKinnon, Tom Olson and H. H. Meyer. All of the directors are enthusiastic boosters for the creamery and under the management it is predicted locally that the project will prove an entire success.

Want Clearings

A GOOD CREAMERY for sale at a bargain Address J. A. Martin, Norman Station, Indiana, R. R.

THREE SETS milk and milk sugar condensing machinery for sale. Apply Box K, The Creamery Journal.

WANTED—Position as buttermaker or Ice Cream maker. Fifteen years' experience. S. L., care of The Creamery Journal.

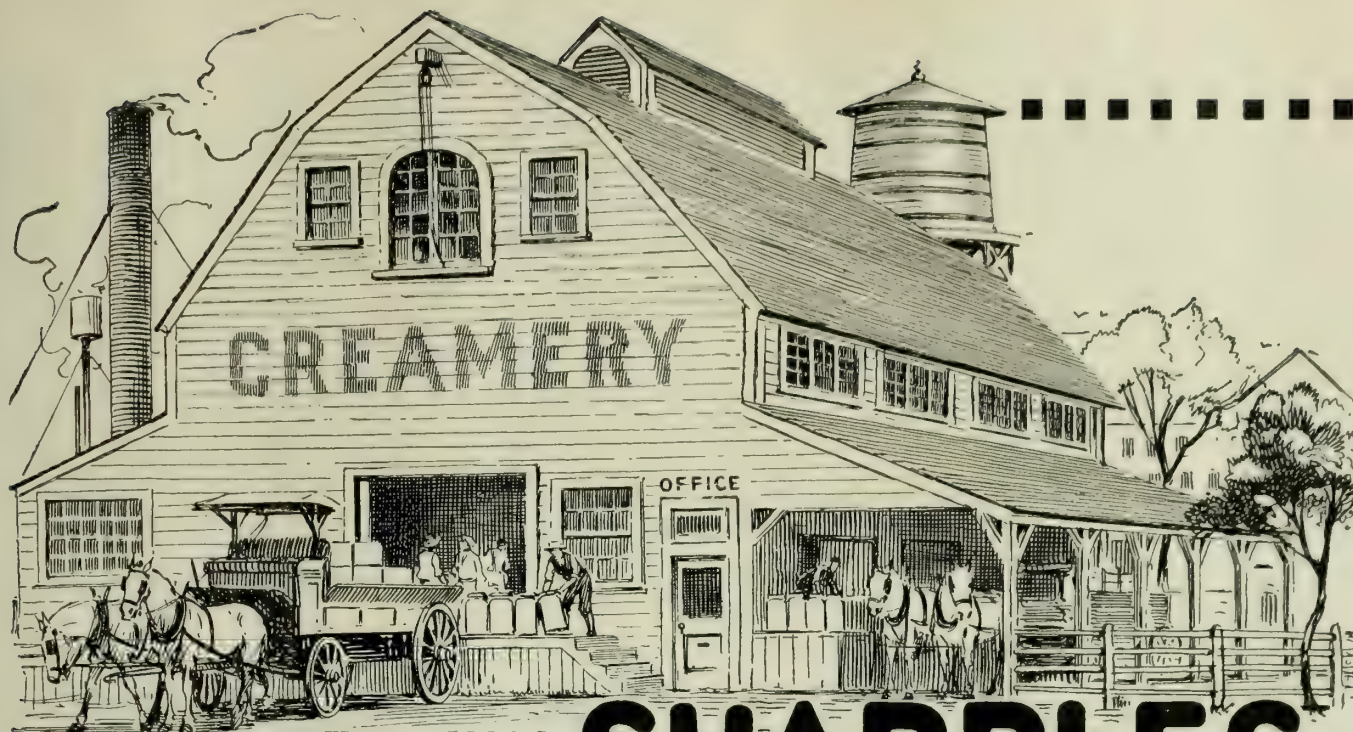
WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

FOR SALE OR RENT—Good brick creamery building with up-to-date machinery including refrigerating plant. County seat town. Good chance for live buttermaker. J. H. Platt, Montezuma, Iowa.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

FOR SALE—An established milk business that is growing very fast. In the finest climate in the south. Equipment all new. Nothing better. If you have some money I can turn over to you a paying proposition. Act quick. "Milk Business," care of The Creamery Journal.

POSITION WANTED—By Danish buttermaker with ten years' experience in whole-milk and hand separator plants. Dairy school graduate. Understand all up-to-date methods and can furnish A No. 1 references. Can come on short notice. Please state wages and full particulars in first letter. Address H. C. Jochumsen, Bark River, Mich.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere



The Quality Starter Can



The use of a good starter is a necessity in scientific buttermaking. Doing without it is trusting too much to luck. To get the greatest benefit you want the best starter, and you require good apparatus for making it.

THE TRUNNION STARTER CAN

When we brought out the Trunnion we had the one definite object of producing the very best apparatus for making starters.

To this end we provided every convenience to reduce the work and increase the certainty of good starter. There are no gates—no need of them; you tilt the can and pour the starter through a spout. We provided a clutch pulley; a crank to turn the agitator when power is off;

made the agitator removable by simply raising it a few inches. We supported the gearing by the frame and relieved the can of the strain. We built it heavier, more durable. The demand for it shows that we supplied a want.

You ought to have a Trunnion. There is no other like it. No other has the good points. It costs more than any other; it is worth more.

We also make the Victor Starter Can; a plain can; sanitary; contains every necessity for starter making; C. P. quality; sells for less than the Trunnion and is a better value than any can except the Trunnion.

A circular describes all styles of C. P. starter cans. Ask for a copy.

THE CREAMERY PACKAGE MFG. COMPANY

Chicago, Ill.

Philadelphia, Pa.

Kansas City, Mo.

Toledo, Ohio

Albany, N. Y.

Waterloo, Iowa

Minneapolis, Minn.

Omaha, Neb.

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 10

WATERLOO, IOWA, JUNE 15, 1914

ONE DOLLAR A YEAR

Quincy Market Cold Storage & Warehouse Company

BOSTON, MASS.

BUTTER

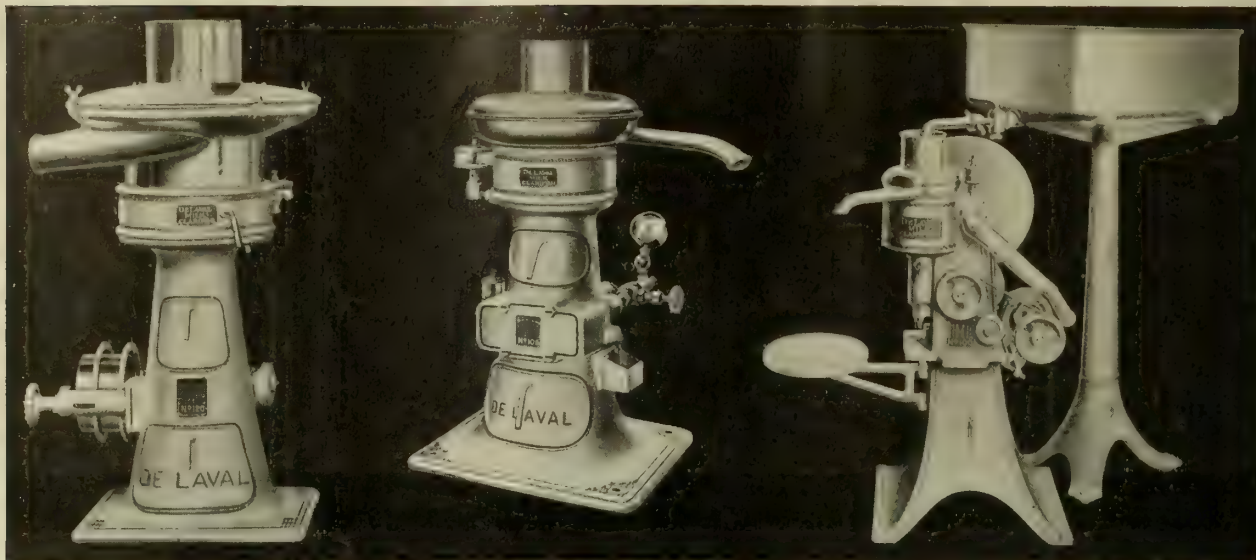
BEST SERVICE AT LOWEST RATES

LIBERAL advances. The largest and best butter house, 1,500,000 cubic feet, exclusively for butter. The only cold storage building in New England used exclusively for butter.

—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

Published by FRED L. KIMBALL CO., Waterloo, Iowa



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

De Laval Milk Clarifiers

Have been installed by the most progressive milk dealers all over the country. Here are just a few De Laval installations:

Sheffield Farms—Slawson-Decker Co., New York City (25 clarifiers).
Borden's Condensed Milk Co., New York City (16 clarifiers).
Queen City Dairy Co., Buffalo, N. Y.
Abbott's Alderney Dairies, Philadelphia, Pa.
Wills-Jones-McEwen Co., Philadelphia, Pa.
McJunkin, Straight Dairy Co., Pittsburgh, Pa.
Hershey Chocolate Co., Hershey, Pa.
Bowman Dairy Co., Chicago, Ill.
United Sanitary Dairy, Chicago, Ill.
Ira J. Mix, Chicago, Ill.
Libby, McNeill & Libby, Chicago, Ill.
Alden Bros., Boston, Mass.
Tait Bros., Springfield, Mass.
A. D. Perry, Worcester, Mass.
Belle-Vernon-Mapes Dairy Co., Cleveland, Ohio.
Columbus Pure Milk Co., Columbus, Ohio.

Port Huron Creamery Co., Port Huron, Mich.
Towar's Wayne Co. Creamery, Detroit, Mich.
Geo. M. Oyster Jr., Washington, D. C.
Gardiner Dairy Co., Baltimore, Md.
Roby Farm Dairy, Nashua, N. H.
New Haven Dairy Co., New Haven, Conn.
Roanoke Dairy Co., Roanoke, Va.
Geo. Shaheen, Jacksonville, Fla.
Cloverlands Dairy Co., New Orleans, La.
D. H. Ewing's Sons, Louisville, Ky.
Galveston Model Dairy, Inc., Galveston, Texas.
Cedarburg Milk Co., Milwaukee, Wis.
Cloverleaf Dairy, Salt Lake City, Utah.
Los Angeles Creamery Co., Los Angeles, Calif.
Dairy Delivery Co., San Francisco, Calif.

J. C. Norton, Phoenix, Ariz.
Cloverleaf Dairy Co., Minneapolis, Minn.
Pevely Dairy Co., St. Louis, Mo.
Montana Dairy Co., Butte, Mont.
Keystone Dairy Co., Hoboken, N. J.
Damascus Creamery, Portland, Ore.
Seattle Dairy, Seattle, Wash.
Carlyle Dairy, Calgary, Alta., Can.
Standard Milk Co., Vancouver, B. C., Can.
Carson Hygienic Dairy, Winnipeg, Man., Can.
Farmers' Co-op. Creamery, St. Johns, N. B., Can.
Scotia Pure Milk Co., Halifax, Nova Scotia, Can.
Ottawa City Dairy, Ottawa, Ont., Can.
City Dairy Co., Ltd., Toronto, Ont., Can.
J. D. Duncan Co., Montreal, Que., Can.
J. J. Joubert, Montreal, Que., Can.
Dominion Dairy & Produce Co., Regina, Saskatoon, Can.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

165 Broadway, NEW YORK: 29 E. Madison St., CHICAGO: 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 10

WATERLOO, IOWA, JUNE 15, 1914

One Dollar a Year

Minnesota's First Scoring

There were 302 butter and 16 cheese entries in the first contest conducted this year by the Minnesota Dairy & Food Department. The butter was scored by M. Sondergaard and O. A. Storvick, cheese being judged by A. W. Parkin and John J. Roch, and the following statements were reported by the judges:

"The quality of the butter as well as of the cheese showed the effects of being made at the time when the cows were just turned out on new grass. It is a very difficult matter to produce butter and cheese of the highest quality just at that time. There is a lack of flavor. Although there were but very few entries that scored below 90, the average score was not as high as we shall expect in the next month's contest. It can be plainly seen that the makers were laboring under difficulties both as to flavor and workmanship. A defect very common in the butter was a coarse, briny taste where the butter was heavily salted. If the salt was light, then there was a lack of flavor, or what is commonly called 'flat.' A few entries showed up with the usual old-cream flavor. There were only a few entries of butter criticised as being loose and leaky in body; more being of a pasty character. This defective body is usually caused by churning at a very low temperature, thus causing difficulty in producing the right granule. This, together with overworking, is usually the cause of a close grained or pasty body. We would suggest that the buttermakers be very careful in adjusting the churning temperatures so that the butter will come in a firm yet pliable condition so that it can be worked until the color is straight and stop working before the grain is broken. A few of the entries were mottled in color. This defect is very objectionable and sometimes not so easily prevented at this time of the year. Although there were quite a number of entries high in salt content, only two or three received a cut on the score for being gritty in salt.

"The packages were very fine, with a few exceptions. Buttermakers should be very careful in packing butter, both for the market and contest, by seeing that their package is clean and neatly finished. Care in this matter always helps to show the product up at its very best."

As evidenced by the following scores, the butter and cheese makers have made a very creditable showing, and, as formerly stated, we look for even better results in the following contests—J. G. Winkjer, Commissioner.

PRIZE WINNERS.

First District.

	Score
A. J. Ruttum, Hendricks—c.....	95
Soren Kristenson, Kiester—m.....	93½
M. A. Schons, Mankato—m.....	93½
Ernest Johnson, Lafayette—m.....	93½

Second District.

Fred Peterson, Manchester—m.....	95½
Edward O. Prestegaard, Northwood, Iowa—c.....	94½

Third District.	
W. E. Redman, Montrose—m.....	96
Richard A. Schafer, Arlington—c.....	93½
Fourth District	
Wm. Johnson, Pelican Rapids—c.....	93½
Fifth District.	
Carl O. Johnson, Trail—c.....	93½
Sixth District.	
Mrs. K. J. Mokler, Little Falls—c.....	94½
Geo. W. Peterson, Shafer—m.....	94
Cheese.	
Sam Alberts, Pine Island—c.....	95½
c—Cream class.	
m—Whole-milk class.	

FIRST EDUCATIONAL CONTEST—JUNE, 1914.

First District.

	Score
Ed H. Peterson, Waterville—c.....	93
O. C. Johnson, Ogilvie—c.....	90¾
Arnie Clifgard, Ivanhoe—c.....	90¾
Chris Jensen, Garfur—c.....	91¼
Fred W. Dehn, New Ulm—m.....	92½
Fred Hanson, Lake Crystal—c.....	92½
A. T. Parsons, Traverse—m.....	93
A. E. Stager, Luverne—c.....	90¾
W. F. Stoltz, Morgan—c.....	90¼
Chris Christianson, New Ulm, R. 1—c.....	92½
A. H. Danheim, Nicollet—m.....	92¾
D. W. Peterson, Windom—c.....	90¾
S. C. Boe, Ruthon—c.....	91
Chris Jensen, Dunnell—c.....	93¾
D. D. Sorenson, Sherburne—c.....	92¼
M. A. Nielson, Lake Benton—c.....	93
H. C. Sorenson, Courtland—c.....	92½
Senius Nelson, New Prague—m.....	92¾
C. E. Rausch, Mapleton—m.....	91½
Anton Madson, Morgan—c.....	91½
A. Geo. Nelson, St. James—c.....	91¾
Fred Precht, St. Clair—m.....	92
John Renaux, Kilkenney—c.....	92½
Soren Kristenson, Kiester—m.....	93½
A. J. Ruttum, Hendricks—c.....	95
Alex Johnson, New Ulm, R. 6—m.....	93
M. A. Schons, Mankato—m.....	93½
O. H. Gronseth, Waterville—m.....	93¼
C. H. Peters, Mt. Lake—c.....	92¾
G. C. Peters, Rappadan—m.....	92¾
Max J. Renner, Springfield—c.....	93½
H. E. Jeppeson, Garden City—c.....	93½
Aaron Domes, Le Sueur Center—c.....	91½
Fred Lehmberg, Hills—c.....	91¾
Aug. Swenson, Eagle Lake—m.....	92¼
P. O. Anderson, Garvin—c.....	90½
N. J. Ashleson, St. Peter—c.....	92¾
S. H. Hagen, Jackson—c.....	92½
Oscar N. Johnson, Comfrey—c.....	92½
Ernest Johnson, Lafayette—m.....	93½
Thos. A. Aalid, Alpha—c.....	92
C. B. Jensen, Wabasa—c.....	92½
H. E. Thies, Easton—c.....	92½
J. O. Lokke, Hanska, R. 2—m.....	92
Otto Schmidt, Truman—c.....	90½
Roy Register, Le Sueur—c.....	92¾
F. C. Brokke, Edgerton—c.....	90
Chris Drivdahl, St. Peter (comp.)—c.....	91¾

Second District.

T. Fisher, Owatonna—m.....	92½
J. W. Engel, Pratt—m.....	93¾
A. D. Fisher, Owatonna—m.....	91¾
H. H. Jensen, Clarks Grove—m.....	91
John T. Scott, St. Charles—c.....	91
Harvy Anderson, Clinton Falls—m.....	91¼
Martin Anderson, Lewiston—c.....	92
Ernest T. Johnson, Freeborn—c.....	90½
Oscar Aase, Kenyon—c.....	91¾
H. J. Rosenau, Meriden—m.....	91¾
O. P. Jensen, Blooming Prairie—m.....	91½
Emanuel Hanson, Janesville—m.....	90
Henry Bettner, Otisco—m.....	92¾
J. H. Wortenberg, Claremont—m.....	91¾
Edwin H. Larson, Elgin—c.....	92¾
Lewis Torgerson, Rushford—m.....	91
Allen W. Burt, Utica—c.....	91¾
H. F. Abbe, Matawan—c.....	92
Edwin Ulring, Webster—m.....	92½
Gust Knudson, Armstrong—m.....	92¼
Geo. Deeg, Owatonna—m.....	93

John Helms, New Richland—c.....	92¾
Alfred V. Ahrentzen, Faribault—c.....	93
Alfred Camp, Owatonna—m.....	93
Ed Hanson, Wanamingo—c.....	91½
Oscar Bergseth, Lyle—c.....	91¾
A. W. Heinz, Hastings—c.....	91¾
N. C. Siverling, Glenville—c.....	93
E. W. Steinhaus, Elysian—m.....	92¼
Nic Garlie, Barrett—c.....	90½
Joseph Brey, Winona—c.....	91½
A. W. Seidel, Claremont—m.....	91½
Jens Jensen, Eyota—c.....	93¼
Elmer P. Hanson, Hartman—c.....	91½
Peter Kvale, Emmons—m.....	93½
E. F. Sinkler, Smiths Mills—m.....	92¾
John Christianson, Northfield, R. 4—m.....	92½
H. W. Hanley, Caledonia—c.....	91¼
F. B. Clarke, Ashby—c.....	92
Chas. Wobbrock, Medford—m.....	92¼
Sam Nelson, Twin Lakes—m.....	94
Ferd Jacobson, Ellendale—m.....	92½
Henry Sprenger, Alden—m.....	94½
A. J. Anderson, Otisco—m.....	92¾
H. L. Hanson, Alden—m.....	91¾
Frank J. Wolesky, Waseca—m.....	92½
C. C. Thoen, Westport—c.....	92¾
N. C. Erickson, Grand Meadow—m.....	92
E. B. Hampel, Rochester—c.....	93
C. L. Walther, Waldorf—m.....	92¼
R. P. Christensen, West Concord—c.....	92¾
N. A. Tonding, Lansing, R. 1—m.....	91½
C. A. Hugaas, New Richland—m.....	93
L. A. Larson, Blooming Prairie, R. 2—m.....	92
O. O. Nyllot, Lake City—c.....	91½
W. F. Polikowski, Plainview—c.....	93¾
O. H. Peterson, Vasa—m.....	91¾
James Flanigan, Witoka—c.....	91
Theo Sunde, Dakota—c.....	92
A. J. Felber, Witoka—m.....	93
Martin Hendrickson, Hartland—m.....	92
H. A. Hendricks, Albert Lea—m.....	90½
Julius S. Ramsey, Myrtle—c.....	92½
Edw. O. Prestegaard, Northwood, Iowa—c.....	94½
Geo. Heine, Conger—m.....	91½
Fred Peterson, Manchester—m.....	95½
Ed Anderson, Hayward—m.....	91¾
Harry A. Cotton, Dodge Center—c.....	90½
Wm. Gildemeister, Rushford, R. 4—c.....	91½
O. A. Hartz, Prosper—c.....	90¾
M. P. Mortenson, Albert Lea (comp)—m.....	94

Third District.

A. T. Radke, Hamburg—m.....	92
Will H. Donney, Cologne—m.....	93¼
L. C. Peterson, Brookfield—m.....	92
Geo. A. Holmes, Biscay—m.....	92
H. W. Hanschen, Hector—m.....	92
H. L. Stenberg, Atwater, R. 5—c.....	92¾
Clarence O. Johnson, Murdock—c.....	92
Andrew C. Engelhard, Richmond—c.....	93¼
Paul Lindholm, Litchfield—c.....	92
L. A. Granke, Bird Island—m.....	93
E. E. Dennison, Beltrami—c.....	93
F. A. Wangerin, Henderson—c.....	91
Emil G. Oman, Delano—m.....	94
W. E. Cleveland, Darwin—m.....	92¾
R. M. Madson, Darwin—m.....	93
Geo. W. Hagberg, Cokato—m.....	95½
O. W. Brown, Annandale—c.....	91
A. G. Redman, Buffalo—c.....	92¾
C. A. Scott, Jordan—c.....	92
O. W. Olson, Hawick—c.....	91½
Bertel P. Jurgens, Litchfield—m.....	94½
Theo Peterson, Maple Plaine—m.....	92
J. Hanson, Clarissa—c.....	92½
W. E. Redman, Mount Rose—m.....	96
Frank J. Nagel, Dassel—m.....	93
R. J. Anderson, Belgrade—c.....	91¾
O. E. Weber, Rockford—m.....	92
E. S. Hanson, Maple Lake—m.....	91½
H. W. Peterson, Grove City—m.....	91½
Kingston Coop, Creamery, Dassel—m.....	92
Geo. A. Miller, Maple Lake—c.....	91
Henry Erickson, Hutchinson—m.....	93
N. I. Hedlund, Annandale—m.....	92½
Carl P. Olson, Litchfield—m.....	93¾
G. C. Krapes, Litchfield—m.....	93½
Frank Zimmerman, Watkins—m.....	92½
Carl H. Jensen, Paynesville, R. 2—c.....	92¾
J. M. Rasmussen, Dassel—c.....	92¾
Oscar Lundquist, Svea—m.....	92
R. J. Rick, Norwood—m.....	93
H. W. Miller, Kimball—c.....	91½
Wm. P. Nagel, Stewart—c.....	91½
H. H. Lunow, Mayer—m.....	94
E. J. Wright, Long Lake—c.....	92½
E. A. Danielson, Cokato—m.....	92
Richard A. Schafer, Arlington—c.....	93½
Lewis T. Struck, South Haven—c.....	90½
J. G. Nelson, Wood Lake—c.....	91

THE UNSEEN NINE-TENTHS

Bright, shiny utensils with a sweet, wholesome smell are but a small part of the real proof of the cleaning properties of



So thorough are the cleaning properties of this unusual washing agent that it cleans far beyond what the eye can see, removing thousands—yes, millions—of bacteria, the deadly destroyers of milk and butter quality.

It is this extra cleaning, doing what other washing agents cannot do, that has given Wyandotte Dairyman's Cleaner and Cleanser the unanimous support of dairy colleges and scientific dairy experts. In estimating the value of a dairy cleaner they do not forget the "unseen nine-tenths."

Write your dairy supply house.

Indian in Circle



In Every Package

The J. B. FORD CO., Sole Mnfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

M. B. Peterson, Gibbon—m.....	92½	Carl O. Johnson, Trail—c.....	93½
A. L. Radke, Plato—m.....	93½	John Nelson, Viking—c.....	92
L. J. Stewart, Fairfax—c.....	91	Carl J. Holte, Fertile—c.....	92½
Anton H. Nelson, R. 3, Grove City—m.....	94½	H. V. Larson, Badger—c.....	92
G. F. Locker, Arlington—c.....	92½	O. O. Heggeness, Lengby—c.....	92
E. W. Redman, Hasty—c.....	92	W. A. Lindahl, High Landing—c.....	93½
Willie Bechtel, Hutchinson—m.....	91½	Albert Anderson, Erskine—c.....	92½
John M. Schmidt, Litchfield—m.....	92	L. Haslerud, Thief River Falls—c.....	93
E. A. Redman, Osseo—m.....	92½	C. L. Rindahl, Oklee—c.....	90
F. W. Hedtke, Norwood—m.....	93½	Albert Brokke, Thief River Falls—c.....	91¾
Charles Strobel, Arlington—c.....	92½	Carl M. Olson, Clearbrook—c.....	92
Edw. Bach, Arlington, R. 1—m.....	93	Albert Martin, Plummer—c.....	91¾
E. O. Quenvold, Hutchinson—m.....	93½	Frank A. Pace, New Folds—c.....	91
O. C. Gullickson, Hazel Run—c.....	90½	Oliver Richoff, Glyndon—c.....	91
J. T. Rivard, Mount Rose—m.....	91	E. S. Ramstad, Greenbush—c.....	91½
A. H. Jorgenson, Buffalo—m.....	92½	Richard A. Nelson, Maple Bay—c.....	91½
I. H. Eiden, Cologne—m.....	92½	P. L. Anderson, Holt—c.....	90½
H. J. Molitor, Zions—m.....	90¾		
Langfield Bros., Belle Plaine (comp.)—c.....	91¾		
Leo Thelen, Belle Plaine (comp.)—c.....	91¾		
F. F. Foss, Dassel—m.....	93¾		
W. C. Laabs, New Auburn (comp.)—m.....	90¾		
I. C. Hanson, Waverly—m.....	92½		
H. E. Sorenson, Kimball—c.....	91¾		
Fourth District.			
A. Rasmussen, Ottertail—c.....	91¾	Archie M. Jones, Princeton—c.....	92
C. J. Davis, Hancock—c.....	91¾	Oscar Martinson, Bowls, R. 1—c.....	91
Vax W. Siegel, Bertha—c.....	93	E. J. Holmers, Braham—m.....	92½
Mike Poppler, Audubon—c.....	91	Soren Carlson, Cromwell—c.....	92½
J. S. Orbeck, West Union—c.....	91	B. A. Finch, Rush City—m.....	91½
A. C. Jorgenson, Brandon—c.....	91¾	E. J. Colin, Rush City, R. 2—m.....	92
Anton Baltes, Long Prairie—c.....	93	Henry A. Hanson, Isanti—c.....	92½
Carl Graverson, Georgeville—c.....	92¾	F. J. Kasube, St. Francis—c.....	92¾
M. Skoglund, Eagle Bend—c.....	93½	B. Hoiberg, Askov—c.....	91½
Peter J. Olson, Holmes City—c.....	92¾	Frank J. Weis, Pillager—c.....	90¾
Gerald E. Wright, Hitterdal—c.....	90½	John R. Blomquist, North Branch—m.....	91½
R. Engelhardt, Perham—c.....	91½	F. H. Bartelt, Pease—c.....	92
A. McLaughlin, Osage—c.....	91¾	Louis E. Johnson, Henriette—c.....	92
Geo. Byers, Brooten—c.....	92	A. H. Nelson, Taylor Falls—m.....	92½
Gust Skoglund, Carlos—c.....	91	E. N. Johnson, Floodwood—c.....	92½
Wm. C. T. Boottecher, Brownville—c.....	91¾	P. N. Scott, Motley—c.....	91½
Geo. F. Westerman, Brooten, R. 4—c.....	91¾	E. O. Blomquist, Center City—m.....	93
Emil Schudeiske, Carlos—c.....	92¾	Geo. W. Peterson, Shafer—m.....	94
H. A. Goetsch, Wadena—c.....	93¾	E. A. Wahlstrom, Grandy—m.....	92½
M. E. Roloffson, Alexandria—c.....	92	Mrs. K. J. Mokler, Little Falls—c.....	94½
Wm. Johnson, Pelican Rapids—c.....	93¾	L. M. Jacob, Pierz—c.....	91¾
Ewald Roehm, Kensington—c.....	91¾	O. J. Holt, Elk River—c.....	92
A. B. Lindberg, Nelson—c.....	93½	F. A. Johnson, No. Branch, R. 5—m.....	92
A. J. Hed, St. Hilaine—c.....	92½	Arthur Iten, Grand Rapids—c.....	91¾
John Roberts, N. Y. Mills—c.....	92½	Carl W. Carlson, Finlayson—c.....	90¾
Geo. N. Baltes, Melrose—c.....	91	P. Christianson, Cushing (comp.)—c.....	93½
Leslie Simpson, Deer Creek—c.....	93½	Robert Wagner, Sumner, Iowa (comp.)—c.....	93½
John Olson, Round Prairie—c.....	93½	Julius Anderson, Bantry, N. D. (comp.)—c.....	92½
C. W. Young, New Munich—c.....	92		
Henry C. Werbes, Parkers Prairie—c.....	92		
A. O. Rindahl, Barnesville—c.....	90¾		
R. A. Lundeen, Elmdale—c.....	92½		
W. A. Krause, Henning—c.....	90½		
N. M. Pearson, Almore—c.....	91¾		
Hugh Muckala, N. Y. Mills—c.....	92		
S. S. Sorenson, Luce—c.....	92½		
P. E. Robinson, Underwood—c.....	91½		
N. F. Thielman, Elrosa—c.....	91		
N. Ploug, N. Y. Mills—c.....	93½		
A. C. Jorgenson, Brandon—c.....	92		
M. J. Torgerson, Clitherall—c.....	91½		
Fifth District.			
C. A. Leffler, Ada, R. 4—c.....	91½	Jack Kennan, Pine Island.....	94
H. O. Tommervik, Flaming—c.....	92	Wm. Cullen, Zumbrota.....	92½
Fritz Wohlin, Fertile—c.....	92½	James Gordon, Rochester.....	93½
S. Loveid, Middle River—c.....	91½	Donald D. Weis, Skyberg.....	93
O. Rhodehard, Halma—c.....	91½	E. H. Stucky, Zumbrota.....	92
		C. G. Stromback, Kenyon.....	95
		Gabriel Bernou, Gentilly.....	92
		Chris. Martig, West Concord.....	93
		Calixte Robideaux, Red Lake Falls.....	92
		Joseph Parenteau, Mantorville.....	94
		Steve Ryan, West Concord.....	92¾
		Ed Miller, Zumbrota.....	91
		Carl Stocker, Kenyon.....	91½
		Henry C. Crever, Osseo, R. 3.....	93½
		Sam Alberts, Pine Island.....	95½
		E. J. Lanpher, Oklee.....	90½

Meeting at Burt.

The officers and patrons of the Burt (Iowa) Co-operative Creamery Company are real boosters. Nearly 1,000 people assembled at the town park on May 28th to sing the praises of the creamery, "the best factory for the small town," as one of the speakers expressed it. It was a regular celebration, for the whole family was there and all of them enjoyed the excellent program and the big dinner such as only the farmer's wife can make.

Judge W. B. Quarton, of Algona, and W. B. Barney, state dairy commissioner, gave an abundance of good practical advice to the farmers along the line of improving the herd and the part dairying plays in maintaining soil fertility. Mr. Quarton gave some especially interesting data on the recent importation of butter and showed how it paid the creameries of Iowa to make a high grade product. He said the patrons should be careful in handling the raw product on the farm as it was here that the flavor was made rather than in the creamery.

Governor George W. Clarke was present and gave a strong, convincing address in support of the dairy interests of the state. The governor complimented the management of the creamery on holding such a meeting and told of the many advantages to be derived by the farmers at such gatherings.

Butter By Parcel Post.

Readers of this paper are more or less familiar with the proposal of the United States government to use the parcel post extensively for marketing of produce. It is doubtless also known that a number of postoffices have been selected throughout the country and people residing in the neighborhood requested to advise the postmaster of their desire and ability to furnish various sorts of farm products. This information is to be incorporated in bulletins and distributed by the department where it is thought it will do the most good to the "ultimate consumer" as well as to the producer. A list has recently been issued by the Rock Island, Ill., postoffice by which we notice that the following parties announce themselves able to furnish butter by parcel post: A. A. Van Ryn, Atkinson, Ill.; G. E. Graham, LaMoille, Ill.; E. C. Dodge Creameries, Prophetstown, Ill.; Von Seggen & Co., Farmington, Iowa; The Amana Society, Homestead, Iowa; William Diehl, Coleta, Ill.; William Patch, Smithsire, Ill., and Frank Gunn, of the same place.

Priebe Says "Don't!"

W. F. Priebe, chairman of the transportation committee of the National Poultry, Butter and Egg Association, is sending out the following self-explanatory letter to members of the national association:

"My attention has been called to weight agreements sent out to shippers of ice-packed poultry by Paul P. Rainer, of the Joint Rate Inspection Bureau. One of the provisions is that the shipper agrees to bill out ice-packed poultry from November 1st to March 31st at actual gross weight.

"My recommendation to all members is to refuse to sign the contract with this provision.

"In this connection I wish to state that there has been an appeal made to the eastern railroads that ice-packed poultry should be billed at actual gross weight at all times, and I also wish to state that we have filed a protest with the railroads against this proposed change and have every reason to believe that no action will be taken."

The Michigan Creamery Company's quarters at Port Austin, Mich., were damaged by fire recently.

The Centralia (Ill.) Creamery Company is shipping butter to Florida.

California Butter Scoring Contest

The second regular entry of butter for the California Educational Butter Scoring Contest was scored at the University Farm, Davis, May 19, 1914. The judges were T. J. Harris, official inspector of the San Francisco Wholesale Dairy Produce Exchange; L. M. Davis and H. S. Baird, of the University Dairy Division. With the exception of those buttermakers who do not wish their scores published, the entries scoring 90 and above were as follows:

J. N. Jensen, University Farm Creamery, Davis.....	95
N. C. Nelson, Glenn County Creamery, Willows.....	94½
Ed Hooper, Spreckles Market Cry., San Francisco.....	93
A. L. Bailey, Stonyford Creamery, Stonyford.....	93
Sunset Creamery, Loleta.....	93
Simon Koppes, Montague Cry., Montague.....	92½
W. J. Grinsell, Libby, McNeill & Libby, Loleta.....	92½
P. M. Becker, Grizzly Bluff Cry., Grizzly Bluff.....	91½
Howard Kent, Kent's Jersey Dairy, Little River.....	91½
V. Baciari, Suisun Creamery, Suisun.....	91
John Clausen, Riverdale Co-op. Cry., Riverdale.....	91
Visalia Creamery, Visalia.....	91
L. G. Cunningham, Turlock Creamery, Turlock.....	91
V. E. Dignon, Jacinto Creamery, Glenn.....	91
S. V. Christensen, Cal. Poly. Sch. Cry., San Luis Obispo.....	90½
R. H. Burton, Fort Jones Cry., Fort Jones.....	90
Richard Nelson, Butte County Cry., Chico.....	90

While the average of all scores was no higher than the March scoring, it is interesting to note the improvement made by one or two individual participants. One buttermaker whose butter was cut at the last scoring because of mottles and grittiness, and who has shown by correspondence an interest in overcoming these defects, was able this time to send butter which showed neither. His butter, however, still displays weak body, and he will doubtless remedy this soon, if he goes after it with the same determination. Another buttermaker, whose butter in March was cut because of weak body, has in the meantime been able to overcome this, but it was not by mere chance; it was by studying the butter from every churning. It frequently happens that buttermakers are unable to solve such difficulties even though studying their butter and using what are supposedly the most approved methods of handling and manufacture, but in many cases the methods reported indicate some conditions which are plainly the cause of the specific defects found in the finished goods. When a butter score card shows up with cuts under body, color and salt it is plainly a matter of the buttermaker using improper methods. There is no buttermaker but who knows when he sees mottled butter, or who can not distinguish gritty butter, and if such goods come from his factory it indicates either a lack of attention to these important details, or inability by changed methods to overcome them.

In scoring butter it is the flavor which is usually thought of as being the important item, and this is true to a certain extent, as the score card itself indicates, flavor being given 45 out of 100 points. However, in looking over the individual score cards, it is found that the average score of the contest butter has been kept down more than 1 point by the numerous cuts under other heads. One entry received cuts amounting to 2½ points under body, color, and package. These cut heavily into the total score and serve to emphasize that flavor is not alone in importance. A cut of one point may throw a shipment of butter from extras into prime firsts on the market with a corresponding reduction in the price.

The old-cream flavor is beginning to assert itself in some of the creamery butter

which is now being made. This particular term is often misleading in that many creameries may feel that there can be no old-cream flavor in butter made from cream which is gathered every day or every two days. However, if the cream is not cooled and properly cared for in the dairy, if dirty utensils are used, or if any one of many other conditions are not what they should be, the typical old-cream flavor is apt to be present. Cream will not preserve its original freshness indefinitely under adverse conditions. Buttermakers who are receiving cream one day old with an acidity of .55 per cent to .6 per cent are aware of this. There is a growing sentiment on

Illinois Butter Scoring Contest

The Illinois exhibit of butter for May was of high quality. The average score was 92.11, and 30 per cent of the entries scored 93 or above. There were 20 entries with one creamery submitting two tubs for analysis and criticism which would give information on two methods of manufacture in use.

The butter was characterized by clean flavor and few color defects. The butter in this exhibit proves that Illinois buttermakers can make high grade butter out of hand separator cream. Only one maker reports that whole-milk was received, and this butter did not receive the highest score.

Some interesting results relative to the moisture content of the samples were noticeable. One maker churned a 38 per cent cream which was cooled to 44 degrees Fahrenheit and held at 50 degrees Fahrenheit for nine hours before churning. The test of this cream is higher than considered best for normal churning, and this high percentage of fat may have been conducive to high moisture. It took 45 minutes to churn this butter, and this indicates that the temperature must have been as low as stated. The moisture content of this butter, as determined by duplicate chemical tests of the sample taken from the tub, was 16.75 per cent. This instance is given to call the buttermakers' attention to the fact that the moisture content must be determined before making shipments. Three samples exceeded the limit of 16 per cent. These samples were all carefully taken and the tests made in duplicate.

Another entry of butter had the following analysis: Water, 12.29; fat, 82.89; salt, 4.05; curd, .77. This butter was exceedingly gritty because 12.29 pounds of water per hundred pounds of fat will only dissolve 3.27 pounds of salt, which is in percentage composition 3.27 per cent. High and uniformly dissolved salt is not a possible result with such low moisture. Fifteen per cent of moisture is sufficient to dissolve a trifle less than 4 per cent of salt.

The solubility of salt and its relation to the water content must be considered if the buttermaker intends to make butter of uniform composition. The average composition of the butter exhibited was: Moisture, 14.57; fat, 81.61; salt, 2.84; curd, .98.

The butter receiving the highest score of 94.5 was made by F. W. Larson, of the Freeport Creamery Company. The cream was pasteurized at 170 degrees Fahrenheit and 15 per cent of starter was added. The cream was not held at ripening tempera-

ture but was cooled to 46 degrees Fahrenheit and churned five hours later at 48 degrees Fahrenheit. This butter was clean in flavor and showed good workmanship.

Peter J. Peterson, of Round Lake, Ill., received the second highest score, which was 94.2. Mr. Peterson has been experimenting with the parcel post as a method of shipping in his butter, and, although fairly satisfactory in colder weather, the body of the butter was affected in this entry. No method blank was received and no data of manufacture is at hand. The butter was of fine flavor.

The butter made by the Sanitary Creamery Company, of Amboy, Ill., received the third highest score, which was 93½. This was churned from 1,900 pounds of 22 per cent cream. This cream was not pasteurized and 20 per cent of skim-milk starter was added. It was ripened at 63 degrees for three hours, then cooled to 48 degrees and churned at 50 degrees the following morning. This butter was clean in flavor and showed no defects except those arising from the softening of the butter in transit.

The date of the June scoring contest will be announced later. It is possible it will be held at the time of the meeting of the Central Illinois Creamerymen's Club in Champaign. Notification will be made by letter.—L. R. Lang, in charge of scoring contests University of Illinois, Department of Dairy Husbandry, Division of Dairy Manufacturers.

Creamery Package New Branch Office.

The Creamery Package Manufacturing Company have removed their sales branch from Albany, N. Y., to New York City. They now occupy a suite of offices in the Marbridge building, Broadway and 34th street. This is within five minutes' walk of the Pennsylvania station and 15 minutes' walk of the Grand Central station. D. W. Fisher, former manager at Albany, will continue as manager at New York. The Creamery Package Manufacturing Company have been considering a New York branch office for a long time and they believe this move on their part will result in better service for their customers in that section.

An addition has been built to the Supplee creamery in Woodstown, Pa.

Independence, Mo., business men want a creamery.

Dairying in the State of Colorado

The Colorado Bankers' Association has been investigating farming conditions, and especially dairying, with a view toward extending such aid as will help to develop this business in that state. To the members of the bankers' association they are sending out the following letter prepared by D. W. Frear, state leader of farm management, he being with the United States Department of Agriculture and located at Ft. Collins:

"Investigations conducted in 1909 showed that there were shipped into Colorado that year about \$4,916,000 worth of dairy products, including butter, cream, cheese, condensed and malted milk and butterine used as a butter substitute. This amount of product is estimated to represent about 44 per cent of the total consumption of the state, which means that the state is producing about 56 per cent of the dairy products which it uses.

"Other comparisons equally interesting might be given, but they are unnecessary for this paper.

"The above figures have been used frequently by writers and speakers as direct arguments for greater dairy production in the state. However, strictly speaking, they have little or no significance when used this way.

"Fundamentally, it is not a question of whether a state produces everything which it consumes; but it is a question of whether the things it produces are the things which can be produced most economically as compared with all other possible things. For example, if Colorado can, all things considered, more profitably raise sugar beets,

potatoes, alfalfa, grains, etc. for market and buy her dairy products, there is no reason why the state should raise its own dairy products. In a word, Colorado should raise things which are most profitable and buy the other things needed.

"From this point of view, the fact that Colorado buys 44 per cent of its dairy products is absolutely, of itself, no reason why the state should raise them. These figures simply show the possibility of expansion of this industry before the state has supplied its own wants. Whether it would be profitable is another question.

"There are in the state communities which appear to be violating all economic laws of supply and demand and cost of production. Some of these places are raising fruit and letting it rot on the trees and raising grain and hay which they can't market at profit while they ship in from long distances butter, cheese and eggs to supply their own tables. Furthermore, these communities are in many cases surrounded with good markets for all kinds of animal products.

"There are a number of reasons why we ought to give more attention to the dairy industry.

"Colorado soils as a whole are sadly lacking in organic matter. This material in the soil increases its aeration and water holding capacity, binds together sandy soils and loosens up the clays, and improves the physical condition in other ways.

"Colorado soils are not inexhaustible of available fertility, despite some statements and apparent experiences to the contrary. The organic acids resulting from decay act on the soil mineral matter, and assist in rendering it soluble and available to plants. The process of decay also liberates the food material which the organic matter itself contains, thus adding to the total supply in the soil.

"The manure produced through the consumption of large amounts of roughage and grain by dairy cattle will make it possible to supply the soil with the necessary organic matter.

"Dairy cattle are able to consume profitably large quantities of unsoluble crops which in most cases would otherwise be an entire loss.

"This is particularly important in upland farming sections where adverse climatic and moisture conditions frequently prevent the crops from reaching marketable stage of development. Furthermore, many of these sections are remote from markets, and the cost of marketing the crops makes raising them at a profit prohibitive. During the past winter numerous cases were observed where the farmer who had a silo and a few dairy cows was able to pull through the winter in good condition, while the farmer who was depending on marketing his crops faced the unfortunate and serious condition of seeing his year's labor practically destroyed by drought or hail or by being buried beyond recovery beneath several feet of snow.

"It seems to be universally true that upland farmers who market their crops through dairy cattle are reasonably successful while many who depend on crops alone fail absolutely.

"Dairying brings to the farmer at the end of the week or month a definite income and does away with the risk of staking everything for a year with the chances

of all being wiped out entirely before it can be converted into cash.

"At present there is considerable agitation in the state for the establishment of milk condenseries, creameries and cheese factories. These institutions are valuable and their establishment under right conditions should be encouraged. In this connection it may be of interest to know the results of some observations made during the past winter.

"Questions sent to all of the creameries of the state elicited the fact that a number of creameries in the state are closed because of inability to secure the raw product necessary to keep them running.

"Many creameries are running at a very much reduced capacity for the same reason, and in no case was it found that the creameries were operating at the greatest capacity.

"The general deduction from those observations is that in very few cases are Colorado creameries able to get sufficient butter-fat to enable them to operate at full, and consequently the most economical, capacity from the point of view of both patrons and operators.

"One cause of this deficiency of milk and cream is that enough is not produced within shipping distance of the creameries. Another, and possibly a more serious, cause of the trouble is that, while in many localities there is sufficient production of raw product to support the local creameries, they are frequently closed or seriously handicapped in their operations owing to the fact that much of the milk and cream is shipped out to distant factories.

"Many creameries which have been organized on correct principles and have operated profitably for a time have gone to the wall or are closed temporarily because the patrons are unable to resist the temptation of the extra few cents offered by the centralized creameries which usually go back to the old price as soon as the local competitors have been destroyed. In many cases it seems to be the error of holding a cent so close to the eye that it is impossible to see the dollar beyond. Unfair competition of this kind is certainly discouraging to the future establishment of creameries in the state.

"There is little use in building new dairy plants until we raise enough raw material to permit existing establishments to operate at a profit, or until the patrons are able to withstand the competition of outside centralized plants.

"There is no question that the factories will come as fast as raw product is available and as fast as local economic conditions insure reasonable safety and profit to the capital invested.

"It is gratifying to know that in a number of counties bankers are actively encouraging the dairy industry. Farmers are being induced to buy good dairy stock and to provide silos and other facilities for taking care of them. In some cases money is loaned the farmers for carrying out their plans while in other instances interested men have bought the cattle and shipped them in to the counties and then sold them to the farmers at actual cost for cash or on reasonable and safe terms.

"Dairying is not a 'get rich quick' scheme, but is a safe, sure, profitable, soil building industry that for many reasons is worthy of consideration of farmers and business men of Colorado."

The Edison (Ohio) Creamery has erected a small addition to enclose its engine.

The Plymouth Cheese factory, located near Woostock, Vt., opened May 3d.

H. S. PENNYPACKER

A Splendid Jobbing Outlet for

BUTTER OF ALL GRADES

References: Commercial Agencies; The Creamery Journal.

102 Vine St., Phila.

P. F. BROWN & CO.

43 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO

Warehouse: 209 W. South Water St.,

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A.J.M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal

The Harder you Hit 'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

General Purification Co.

**603 Pioneer Bldg.
MADISON, WISCONSIN**

B-K Representatives

Sold by all the big supply houses

Creamery Package Mfg. Co., Chicago, Philadelphia, Kansas City, Minneapolis, Albany, Toledo, Omaha, Waterloo, Iowa.

J. G. Cherry Company, Cedar Rapids, Iowa; Minneapolis, Minn.

A. H. Barber Creamery Supply Co., Chicago, Ill.

Ohio Creamery & Supply Company, Cincinnati, Ohio.

L. A. Watkins Mds. Company, Denver, Colo.

Wanted—

TO HEAR FROM EVERY BUTTERMAKER.

We want you to put up all your sanitation problems to us.

Do you have a churn that simply won't keep clean? Write us.

Do you have customers whose cans are always foul?

Do you want to know the most economical and effective way of washing cans?

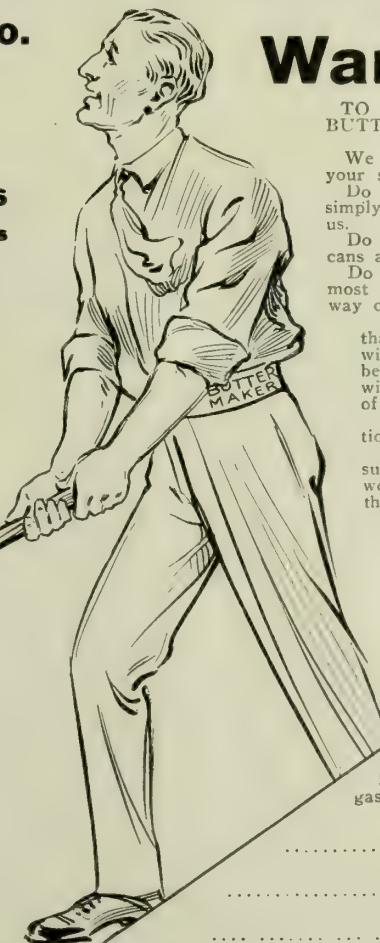
You ought to see results that B-K will give you. It will startle you. You won't believe it at first, but you will have to believe in spite of yourself.

Write for special information on can washing.

Better write today for summer is coming when you won't have time to do anything but hustle.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

**The Fox River
Butter Co.**

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

A Laundry for Creamery Patrons

There has been much discussion, pro and con, concerning the operation of co-operative laundries in connection with co-operative creameries. There has been argument galore—some favorable and some otherwise—but scarcely any attempt made to work the proposition out.

Chatfield, Minn., appears to be an exception. Of the movement there, J. A. Vye says in the 1913 issue of the Minnesota Institute Annual:

"A new co-operative movement has seized the farmers surrounding the village of Chatfield in southern Minnesota. The farmers' wives, usually the last to receive consideration in this busy strife for money making on our farms, are the ones who are mostly concerned. Through it the farm home has been relieved of its heaviest burden, that of 'Blue Monday'—wash day. A co-operative laundry, owned and managed by the farmers in connection with their creamery, is the latest innovation for better things on the farm and in the farm home.

"The idea of a farmers' co-operative laundry in Minnesota is a natural outgrowth of the multitude of farmers' co-operative enterprises within the state. About seven years ago, a man by the name of Chapman, who was then buttermaker at the Chatfield creamery, one of the first co-operative creameries in the state, took an old churn and fitted it with belting and shafting to run as a washing machine in the creamery engine room. This was the beginning of the practical development of a farmers' co-operative laundry. The economy of operation at once appealed to the creamery management, but as they had just overhauled their plant and were in debt, it was not considered advisable to develop the idea any farther at that time.

The Farmers' Club Takes Hold.

"The creamery had been paying dividends from the sale of butter-milk, which averaged from \$350 to \$400 a year. Not long after the erection and operation of the improvised washing machine, the directors recommended to the stockholders that they pass their dividends and allow them to accumulate as a surplus to be used for renewals or other betterments. In 1912 this accumulation had amounted to over \$2,000. Chatfield was fortunate in having another farmers' organization known as The Farmers' Club. It was, and is, a potent factor among the farmers for carrying out measures for their betterment. The officers of this club as well as those of the creamery thought that the time had come to operate a farmers' laundry in connection with the creamery. And that, in order to make such an organization successful, the good will and support of the townspeople would be necessary as well as that of the patrons of the creamery. To focus the project, a big picnic with a program on co-operation was arranged. It was well advertised and largely attended. After an enjoyable dinner came the program. At its close those present were asked to vote on the advisability of establishing a co-operative laundry. No constitutional provision could debar women from voting here. The result was an emphatic expression in favor of the laundry.

Sell Stock Quickly.

"A committee was appointed, an organization perfected within a few days, and prominent citizens began to canvass in the village and among the farmers to induce

them to take stock in the new company. The effort was at once successful. Two hundred and twenty-four families agreed to have their washing done at the new laundry, and subscribed \$2,500 in stock towards its establishment in amounts varying from \$5 to \$25.

Two Organizations—One Set of Officials.

"The new organization was made entirely distinct from that of the creamery, but the officers of the two companies were the same. Thus there was no opportunity for friction. A meeting of the creamery stockholders was held and it was voted to use the \$2,000 of deferred dividends in the erection of an addition to the creamery in the form of an ell to the engine and boiler room to be used as a laundry. This addition, as well as light, heat and power, were to be rented to the laundry organization at an annual rental determined by taking into consideration interest, depreciation, insurance, taxes, etc. This amount was to be adjusted fairly with no thought of profit, as many of the stockholders held shares in both companies.

Began to Build.

"The officers began at once to build, purchase and install the machinery for a high-grade laundry, for that is what the Chatfield Co-operative Laundry is. The building and equipment cost approximately \$4,500, the building \$2,000 and the equipment \$2,500. It is all paid for.

The Location, Machinery and Cost.

"The laundry addition to the creamery has between it and the butter working room, the boiler, engine and coal room. This enables each plant to have free access to the power and precludes any possibility of contaminating the cream or butter from the laundry. One boiler supplies heat, power and steam, while the exhaust from the engine is sufficient to warm the drying room as well as to heat the water used in the laundry.

"The laundry equipment is as follows: Two three-apartment washers, one one-apartment washer, one extractor, which consists of a globular iron bowl punctured full of holes, so that, placing the wet clothes in it, and revolving it at the rate of 1,600 revolutions a minute, the water is entirely thrown out by centrifugal force; one deep wheel starcher, one starch cooker, one five-roll mangle, through which the sheets, pillow cases, etc., are run to iron them; two compartment dry rooms; one combined ironing machine for ironing white shirts and collars; one neck band ironer; one tube shaper for shaping collars; one shaper for collars, and one standard scale for weighing the clothing.

Where the Patronage Comes From.

"On November 30, 1912, the laundry was opened to the public. Not all the creamery patrons are patronizing it. It has approximately 150 patrons, 75 of these being from the farms and the balance from the village. The first year the creamery ran it had but 56 patrons. The laundry patronage is growing and will continue to grow up to its full capacity, 200 patrons.

Items of Expense and Income.

"There are in its employ a superintendent, L. J. Hecker, whose salary is equivalent to that paid a first-class buttermaker, an assistant, who gets 20c an hour, and five girls, whose wages are 15c an hour each. During the first six months the receipts from the laundry were \$2,506.04.

The expenses the same period were as follows: Pay roll, \$1,888.73; soap and other supplies, \$208.00; rent, \$60.00; dividend of 6 per cent on investment, \$75.00; total, \$2,231.73, which left a surplus of \$274.31. The city work is gathered and delivered, and this entails an additional expense of about 10 per cent. It is believed that at the end of the year a remittance to the farmers of at least 10 per cent on the amount of business they have brought to the laundry may be made. Fifty per cent more work might be done with five additional helpers. This would materially reduce the cost of the laundry work to the farmers without cutting down the net revenue. The laundry building is now being enlarged and with rearranged facilities, it is possible that the cost of operation may be somewhat reduced.

Statement for July and August, 1913.

"To illustrate the amount of work done at the laundry, the following report for the months of July and August, 1913, is given:

Amount received for washings...	\$1,006.62	
Paid for wages.....	\$704.46	
Paid for soap, etc.....	50.00	
Rebate of 10% to all patrons....	100.66	
Rental paid to creamery.....	20.00	
Dividend to stockholders.....	20.00	
Sundry expenses	30.00	
Sinking fund	81.50	
		\$1,006.62 \$1,006.62

Charges for the Work.

"The charges are based largely on weight, a fixed price of 5c per pound being made for rough dried flat work and underwear. Ironing is charged for at the rate of 15c an hour. In order to ascertain the average cost, the charges made to 50 patrons from each list, country and city, were added together and divided by 50. In the country, the farmers' list, it averaged 97.9c a week, while to the city folks the average was 90.7c a week. The heavy overalls and work shirts from the country are perhaps the cause of the farmers paying more. Of the 50 charges selected at random from the city list, the lowest for a week was 45c, while the highest was \$2.35. The lowest from the farm list was 45c, while the highest was \$1.95.

How the Washings are Handled.

"The clothing is usually brought to the laundry in baskets with the owner's name attached. It is weighed, the articles counted, listed, marked and assorted. No chemicals of any kind are used in the process of washing. The flannels are all washed in cold water, that is, at about 65 degrees Fahrenheit. They are then put into the extractor, taken out, and dried at about the same temperature. By keeping the temperature even, shrinking is avoided. There are some flannels, however, containing dead wool—wool sheared from dead sheep—which the laundrymen say cannot be washed without shrinking. The other clothing, after assorting, is placed in the washer and washed.

"From here it is put into the extractor, which performs the service done ordinarily by a hand wringer. From here it goes to the drying room, mangle, or basket to be starched, depending on the nature of the goods. After the process is complete, the clean clothes return to the table from which they started to be thrown into compartment boxes for distribution. From these they are taken, checked, and tied into bundles ready for delivery. The method of handling is so systematized that the machines are constantly in operation, and clothing that comes in today is usually ready for delivery on the morrow. So far they have been exceedingly fortunate in returning the goods in good condition with scarcely a complaint on account of dam-

aged or lost garments. It is a record that any laundry might well be proud of.

Labor Amply Protected.

"The building and equipment are of good quality. This is especially true of the machinery. Everything is new and of the latest and most modern type. The mangle has a protecting board hung entirely across the feed roller with just room enough between it and the roller to admit a thin garment. The least touch on this board with the hand, will stop the entire mangle. This is a feature of protection to the one feeding the machine. The building has a cement foundation, wooden floors, but underneath each machine is a solid base of cement. The outside is double boarded with paper between, while the inside is sealed on top of a layer of paper. The room is well lighted by windows on the sides and end, while two ventilators through the roof give egress to foul odors or steam. In fact, the laundry is very free from objections so far as a place to work in is concerned. It is much unlike an ordinary room where laundering is being done, and largely because of its good construction.

The Man Who Manages.

"The one man, who, perhaps, more than any other, is responsible for the success of the Chatfield Co-operative Laundry, not only the first farmers' co-operative laundry in Minnesota, but in the United States, is C. J. Manahan, secretary and manager of the creamery and laundry. Mr. Manahan is a farmer. He has good sense, good business judgment and the ability to lead others to do things for their betterment. He is quiet, unassuming and naturally reticent. He thinks, and acts afterwards.

Indirectly a Productive Enterprise.

"The success of the co-operative laundry is assured, and its development in connection with our best co-operative creameries is but a question of a short time. It is another added blessing to the overworked farm wife. While it does not appear to be a producer such as the creamery is, adding to the farmers' income, it indirectly is a productive enterprise. The lifting of this heavy burden from the farmers' wives gives them time and strength for other duties. Through these they will be able to increase the efficiency of the farm home many times more than enough to recompense for the weekly outlay at the laundry. The product from another cow, a few chickens, or a well kept garden will be more than sufficient, to say nothing of the comfort and pleasure its relief brings.

Has Made the Creamery More Popular.

"This laundry at Chatfield has already increased the popularity of the creamery. A community of farmers near there, who

have been shipping their cream to distant points, are now discussing the formation of a cream route, that they may haul their cream to the Chatfield creamery, so that they may have their laundry work done there. I talked with a number of farmers about the expense of having their washing done at the laundry. I had supposed that there would be some objection on account of the added cost to their business. Not a complaint was given. On the other hand, they were almost unanimous in their praise of this new arrangement of lightening the work of the farm home. It was good to know that they felt this way. The farmer, who is often charged with indifference towards the machinery of the household which might lighten the burdens of the home, because of the expense, while at the same time is ready to purchase new and often untried machinery to help him in his field work, is not always such a curmudgeon as he is thought to be. He needs to be cultivated and shown a little, and when he understands, he is quite as reasonable about home efficiency as he is concerned for the farm efficiency."

Letters from patrons of the laundry, in considerable number, are given, the consensus of them being about in keeping with the views of one farmer's wife, expressed as follows: "Living on a farm and the mother of several small children, I fully appreciate the benefit of the co-operative laundry. The work done is excellent, much better than could be done at home, where so much other work claims the attention. It is almost impossible to get competent girls for housework, and the laundry makes it possible to do without extra help."

Writing us recently with reference to the laundry, Secretary Manahan says: "This is our second year, and we are doing a great deal more work than we did last year, which goes to show that our enterprise is an assured success."

Coyne Brothers have our thanks for a copy of the booklet they have gotten out recently which shows the range of prices for butter and eggs on the Chicago market, together with the receipts for a considerable period back—20 years on butter, and 21 years on refrigerator eggs. In addition the book contains a considerable amount of valuable information with reference to grades of butter, eggs, etc. If any readers of this publication should not have received a copy of the booklet and will drop a line to Coyne Brothers, 119 West South Water street, Chicago, they will be glad to furnish you a copy as long as the supply lasts.

The creamery recently established at Washington, Ind., is already doing a nice business.

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

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Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry**GEO. M. BAER & CO.**References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.25 South Water Street
PHILADELPHIA**D. E. Peterson Co.****SPECIALISTS IN BUTTER**

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

THE MARKETS**CHICAGO.****Fine Butter Going Into Coolers—Market in Better Condition—Production Small.**

[By The Creamery Journal Staff Correspondent.]

For the most part all of the fine butter which has been coming into the local market has been going into the coolers, so that it is impossible to fill orders for this grade. Most of the butter which has been moving is second in quality. The general condition of the market is dull.

Speaking in a general way, the butter market is in a better condition than two weeks ago. This is due to the fact that the receipts have fallen away in some degree. Certain sections of the country which formerly shipped to the city during the summer months will not contribute this year, owing to the smallness of the production, which in some districts is not enough for home consumption. In particular the southwest is hard hit in the matter of production, and not as much butter will be shipped this summer from that section to this market as in former years.

One of the recent features of the butter trade in the local market which has caused a great deal of comment is the elimination of trading in extras on call, which was adopted by the Chicago Butter and Egg Board last week, following the circulation of a resolution among the members. The trouble has been that owing to the small amount of extra butter which has been arriving in the local market it has been possible to bull the price up by buying only a few tubs. To buy these on call often had a disturbing influence on the market which was not to the liking of the larger dealers in the wholesale branch of the game. The resolution was passed with little debate, as it was considered probable before hand that the action of the members would be favorable. The small amount of extra butter arriving in the local market during the past few weeks has caused an unnatural market condition in that respect.

The Natural Dry Milk Company is making a specialty of the dairy business. Their product is adapted in particular to butter starter purposes. The Natural Dry Milk Company is in a position to be of assistance to dairymen and buttermakers who have trouble during the short season in getting a good butter starter. This product has been on the market now for more than three years, and the success has been assured from the start. By energetic

methods the company has succeeded in building up a large and profitable business, and has the best of reputations among the dairymen and buttermakers of the middle west. Dairymen or buttermakers with special problems are urged to communicate with the company.

Warning has been sounded to shippers of butter and all other produce to take more care in packing. Several lots of butter arrived in the local market in bad condition last week. With the mercury from 92 to 95 degrees in the shade it is easy to understand how much damage can be done in a short time. If the shippers take extra precautions during the warm months, there is little need to fear, as for the most part the railroads will do their best.

"More and more," said John Mitchell, president of the Chicago Butter and Egg Board, "the produce business is being done on a plain merchandising basis. That is to say, few shipments are consigned to dealers in this market on a commission basis. Produce is bought outright, and paid for at a fixed scale. In that manner few complaints are heard from shippers where formerly there were many. With all due respect to shippers, I must say that many of them are inclined to kick when goods are sold on a commission basis. There is always a come-back, and the receiver is the goat. He may have done his best to sell at a top figure, only to be condemned in stinging terms in a letter received from the shipper a few days later because he did not do better. Because this fact has been generally known up and down the street, loose methods of doing business came into fashion. I am happy to say that the return to the straight merchandising basis is a good thing for the produce business, as it tends to take away the element of chance and put things upon a natural basis."

At a recent meeting of the executive committee of the Chicago Produce Trade and Credit Association, C. E. McNeill & Co., butter, egg and poultry dealers, were elected to membership. C. E. McNeill & Co. recently moved to larger and more modern quarters at 221 South Water street.

Definite form is given to the plan to move South Water street in a committee report which will be made public in the near future, according to Chairman W. L. Wagner, who has the matter in charge. For many weeks past the details of the plan have been in course of formulation. Now it is known that a holding company will be organized, composed of the heads of the interested firms. The new produce district thus created will be owned exclu-

sively by members of the trade. Through their holdings of stock in the new enterprise they will in time become the owners. Every arrangement has been made to take care of the long term leases in the old district, and they will be bought up by the company and sub-let until they expire. It is not thought that there will be much trouble in filling them with tenants, as many firms desirous of moving to a more central location would be glad to take the buildings which will be vacated by the produce men. Of course, the principal idea of the removal will be to get possession of proper track facilities. For many years the produce trade of the city has been hampered owing to the fact that there were no adequate track facilities for loading and unloading. The track terminal facilities of Chicago are not adequate for a city one-half the size, and yet they have been used year after year with comparatively little grumbling. The produce business of the city has grown many times, but the terminal facilities have not grown.

C. G. Trimble, of Trimble Bros., Omaha, Neb., was a visitor to the city last week on his way to Washington, where he went in the interest of the Tuttle bill hearing, which was favorably reported by a house committee.

Gus Ludwig, head of the A. & P. butter and egg department, was in the city last week. He has been on a trip among the creameries of the middle west. Gus declares he made a number of connections on his trip.

Chicago butter men are interested in the battle which is being fought in Washington, D. C., to have the Clayton anti-trust measure amended to prevent the alleged unfair practices of centralizers to drive the co-operative creameries out of business. The practice of the centralizers, as they are called, is to come into a region where the co-operative creameries are strong, and break them up by offering a higher price for an extended period. When the co-operative organizations are no more, the centralizers then pay what they please, as is well known to the members of the trade. The Clayton anti-trust measure is said to have been inspired by the centralizer interests, and is a brazen effort to use the machinery of the federal government to put the co-operative creameries out of business. Opinions both for and against the measure are expressed among local butter men, which is only to be expected in a city which has all kinds of butter men. Previous efforts to get an amendment into the bill have failed. Senator Cummins of Iowa is one of the leaders in the fight for the co-operative creameries. The products of the Iowa creameries last year sold on the Chicago markets for an average price of 33c per pound. The average price received by the farmers for their butter-fat was only 25c per pound. The centralizers, who gained control of the Iowa market, made 36 per cent on the butter and had a margin of 20 per cent in addition on the overrun. Several of the co-operative creameries paid 34½c per pound, which is somewhat higher, to say the least, than the price paid by the centralizers. As is well known to the average creameryman of Iowa, the centralizers went into the field and offered a higher price, following the usual custom, until the co-operative organization went out of business. Then the price came down to 25c with a bump. The farmers were demoralized, and could not re-organize in time to head off the game. While both sides of the question are taken by butter men here, the co-operative creameries have many warm friends in the local trade, who hope that they will be able to

Nearly All the First and Second Prizes this Season Were Taken By Buttermakers Using Our Culture In Making Their Prize Butter.

(Continued from our last ad.)

WATERLOO DAIRY SHOW

Cream Class

1st—W. H. Anderson, Algona.....97¼

Milk Class

2d—A. W. Mooney, Denver.....97½

NATIONAL CONVENTION, CHICAGO

Milk Class

1st—O. N. Peterson, Rapidan, Minn.....96.83

Cream Class

1st—W. H. Anderson, Algona, Iowa.....96.50

WISCONSIN BUTTERMAKERS' CONVENTION

1st—John E. Mattson, St. Croix Falls.....96.16

I. W. Stryker, Nashotah.....95.83

IOWA CONVENTION

Milk Class

Carl Hoveland, Lake Mills.....96.00

Cream Class

H. Soballe, Coulter.....95½

MINNESOTA STATE CONVENTION

E. A. Gudvangen, Kiester.....96

James Rasmussen, Albert Lea.....96

NORTH DAKOTA CONVENTION

Medina Creamery Co., Medina.....93½

CALIFORNIA EDUCATIONAL CONTEST

1st—V. Baciaroni, Suisun Creamery, Suisun....93.75

MINNESOTA SIX MONTHS' CONTEST

Emil Oman, Delano.....94.62

E. A. Gudvangen, Kiester.....94.50

IOWA EIGHT MONTHS' EDUCATIONAL CONTEST

F. W. Bremer, Sumner.....95.63

H. Soballe, Coulter.....95.03

MINNESOTA DAIRYMEN'S CONVENTION

Cream Class

E. H. Petersen, Waterville.....94.00

F. H. Bartlett, Pease.....93¾

INDIANA DAIRY CONVENTION

F. L. Meyers, Columbia City.....94½

NORTH CENTRAL IOWA BUTTERMAKERS' CONVENTION

1st—F. M. Zell, Sumner.....96½

IOWA EDUCATIONAL CONTEST

1st—W. H. Chapman, New Hampton.....96

CALIFORNIA EDUCATIONAL CONTEST

1st—V. De Carli, Nicasio.....94½

SOUTHERN MINNESOTA BUTTERMAKERS' CONVENTION

1st—J. F. Wolesky, Owatonna.....95½

WISCONSIN MARCH CONTEST

Chris Christensen, Rose Lawn.....95.75

L. L. Bolstead, Basco.....95.50

Send for a free sample of our Culture. It is very good and active.

ELOV ERICSSON CO., 1098 Lexington Ave., St. Paul, Minn.

get some sort of an amendment into the proposed measure which will afford them protection from dealers who are too unscrupulous.

The case of the central Illinois Creamerymen's Club against several railroads which bring produce from the southern part of the state, which was to have been held last week before the Illinois Public Utilities Commission, has been continued for a few days. In a day or so the case will proceed before Judge Wood of the commission, however, and will be completed within a week or two, depending upon the amount of evidence considered necessary by the commission. The butter men want a pick-up refrigerator car service from the railroads. Service of all kinds has been poor from the southern part of the state for many years, in spite of the fact that the district is well tapped by railroads. In many instances it has been found impossible to get a pick-up service of any sort, let alone on refrigerator cars.

Butter men of this city are taking great interest in the report of the associated warehouses showing a surplus of 8,000,000 pounds of butter in the local market. This is the heaviest showing in four years. Many of the local butter men are inclined to be pessimistic about the future of this butter, owing to the uncertain condition of the market.

NEW YORK.

**Hot Weather Slightly Affecting Quality—
Prices High—Western Conditions Ideal.**

[By The Creamery Journal Staff Correspondent.]

In the face of a surplus of 7,736,000 pounds of butter in the 46 warehouses of the American Warehousemen's Association on June 1st, compared with the same date

a year ago, and with indications of a heavier make than last year, prices of butter are still maintained at a high level and practically all hopes of much lower prices for June have been abandoned. Long ago a 25c market was given up by those who held at the beginning of the season that on account of the surplus of old butter still unsold and with the likelihood of a liberal make that such a market would rule during June. The immense surplus in the coolers on June 1st over last year has had but little effect in influencing this season's prices. Practically all of this butter is of last year's make and it will, therefore, have but little influence on the market because it will not go to the better class trade as the finer lines of held butter have long ago been exhausted and practically all of the remaining stock is of ordinary to poor grades.

The high market during May and so far in June has kept speculators out of the field to a large extent so that most of the storing has been by receivers. On account of the uncertainty of the future because of general business conditions in the United States and the likelihood of export butter next winter, speculators have held off as they do not consider a 26c or better market would warrant them in putting away stock as a safe investment. There has never been a season when premiums have been as high nor as common as they have been this year and in order to keep butter coming receivers have been forced to meet competition from local and out of town receivers. This has meant that when the butter reached New York these houses were forced to put it in the cooler with the hope of taking a bigger profit later on.

The premium evil is not entirely the fault of regular butter receivers, but it is

largely due to the activity of the meat companies. This year they went into the field determined to get the early make of butter at any price. Evidently their experience with eggs taught them a lesson as they let the early pack go hoping to get lower priced stock later on. The minute the meat packers began bidding for June butter the bullish feeling developed and creamery makers all through the west were out to get as much as they could on their spring production. The tendency of receivers on the market for the past 10 days has been to sell their receipts as well as they could even if by doing so they merely had to change dollars and the surplus has been going into the coolers.

As a rule, quality is fine although recently the warm spell which has been prevalent all through the west, is shown in the make and defects now are becoming more common. Some receivers say that they notice an oniony flavor more this spring than ordinary. There have been plenty of rains all through the west and pastures are in good shape so that if there is no hot weather to burn them up, there ought to be a free production of good stock during the remainder of June. High prices have affected consumption and trade is a little disappointing. This is particularly true now that the vacation season has started and thousands of New Yorkers will leave the city for country points. Seaside resorts will add something of an outlet but this will not be sufficient to even up for this falling off in general trading.

While there has been a tendency during the past few days towards an accumulation, advices from the west have been strong enough to keep the market on an even keel. Most houses, however, are doing their best to market their stock as it comes

Get more for your Butter

Butter that is left open to dust, dirt and bacteria becomes quickly rancid. You can't get top prices for it.

Paterson Pioneer Parchment Paper

Will keep your butter clean, fresh and sweet. You'll get more for it—and it will be worth it.
Write for free book, "Better Butter."



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42 Eighth Street
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W. F. Drennen & Co. BUTTER

37 South Water St., PHILADELPHIA

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

in in order to keep clean stores to avoid any probable decline. It is probable that conditions in the west were never more ideal for a bigger make of high quality butter than at present and everybody is looking for plenty of high grade stock during all of June. The Mercantile Exchange has put into effect recently "Class A" grading which requires that extras must score 93 points to pass. This change in grade had a temporary effect to buoy the market but it soon wore off. During the past week there has been a good deal of talk about wavy butter. Quality, as a rule, during the past week has not been quite so good and with prices high, buyers have been more particular than usual. Much of the butter is coming highly colored and on account of the wavy color it is difficult to get stock to pass inspection. This irregular quality also applies to New York and Pennsylvania dairy offerings and these are generally urged to sale.

Receipts are running heavy totalling 77,573 packages last week against 72,180 for the same week a year ago. The season since May 1st is also ahead of 1913, totalling 312,467 packages, with 302,915 a year ago. One of the butter authorities in compiling May receipts gives the offerings during May as 234,894 packages for New York City. In 1913 arrivals were 240,727 packages. The average price of extras was 26.16c during May. The holdings in private and public boxes were estimated on June 1st at 59,300 packages against 37,000 a year ago and 57,000 for the banner year of 1911.

Process has shown no particular change for a week or more, the fine lines selling fairly well but it is difficult to branch out for new trade. On account of the plentiful supply of lower grades of creamery, similar grades of process are neglected and slow. Ladies have been steady under moderate trading. Buyers are looking for good packing stock, but will not take shipments unless they are inspected as they are more particular now than formerly.

Receipts of foreign butter have been nominal. These were from Denmark and were imported on order for a particular trade. Siberian stock has been irregular and is not satisfactory enough to be given attention.

PHILADELPHIA.

Market Quiet — Receipts Liberal — Quality Good — Prices High.

[By The Creamery Journal Staff Correspondent.]

The market on the whole has been quiet and has shown but narrow price changes since the opening of the month, when, owing to higher western advices, an advance was made of 1c. The receipts have been liberal and as we are in the period when the make is the largest and the quality the best the bulk of the arrivals have had the fine June flavor, and the only real fault found in the offerings has been the high prices. Creamery fancy specials at this time, the 13th, are held at 29c; extra, 27c; extra firsts, 26½c; firsts, 25@26c, and seconds, 22@24c.

The demand for immediate consumption has been fair but the speculative buying was far from heavy as at the quotations for fancy specials and extras 29 and 27c the average speculator has hesitated to purchase.

The principal markets for the distribution of butter, Philadelphia, New York, Chicago and Boston, being almost on an equal basis as the range of prices are practically the same, trading is largely confined to our own precincts and so under the existing conditions a great deal of the high grade

butter has found its way to the refrigerator on the receiver's account and at prices about the same as last year.

Medium grades, firsts and seconds of creamery have been plentiful and though moving out fairly well at the inside quotations, receivers have been so anxious to have their floors cleaned at the close of the day's business, that concessions have been made to effect sales.

Dairy and country roll are in light receipt, and the most of the arrivals are going to the bakers as packing stock on a basis of 17c. Ladles are scarce and are held firm at the factories. Eastern make commands 23c and as this figure is about 5c less than last June, one would think it would be an inducement to speculate.

BOSTON.

Fairly Active Market — Quality Good — Dealers Hesitate About Storing at High Prices.

[By The Creamery Journal Staff Correspondent.]

We have had a fairly active butter market the past two weeks. Receipts have increased, the quality has improved, and prices have advanced. At times there has been considerable speculation, because distributors have come to the conclusion that now is the time to secure first class creamery to put into cold storage for future use. The buying interest held back as long as they thought safe and have resisted the advancing tendency, but the rising values at other places forced dealers here to take hold and get a share of the June make before it was bought up by outside parties. As it is, our receipts have run considerably short of last year up to the first week in June but they are now showing quite an increase and the indications are they will come up to the figures of last year before the flush season is over.

It was natural that dealers should hesitate about stocking up or encouraging heavy receipts, after carrying over so much of the old stock on which they were losing money, but that feeling is passing away and their thoughts are now directed towards the future, hoping that it will bring them better luck. At any rate, they are satisfied that first class grass butter will be no lower this season and that it will not do to let the best of the make pass into the hands of dealers in other places. This feeling has stimulated a better demand, and we look for a healthy movement for several weeks to come. The consumptive demand is up to average proportions, and it will probably continue while prices are kept within reasonable bounds.

During the past two weeks transactions have been on the basis of 26½@27½c for extra creamery in wholesale lots. Some buyers hesitate about paying more than 27c for the best western, but certain full scoring makes sold at 27½c this week. How long these prices will be obtained it is hard to say, because receivers are getting consignments which they claim to be first class quality and are offering at 26½@27c. Some receivers claim to have butter coming in that cost them 28c, and which they are sending direct to cold storage because they cannot afford to sell at a loss. Firsts are meeting with a good sale at 25½@26½c, and as the quality of this grade is now very good for immediate use it is going rapidly into consumption. Seconds are moving off pretty well at 23@24c, and ladles find buyers at 19@19½c. Packing stock is in limited supply and commands 18@18½c.

Taking the butter situation all through, it is in a fairly good condition. The only

persons that are uttering complaints are those who contracted for certain brands at a premium over current market quotations. They are not able to get "a new dollar for an old one," according to their statements, and claim that quotations are too high. But that is their own fault. If they want to control special makes of creamery in the east or west, they must take their chances of getting their money back. People who gamble or take risks on futures should not complain if they don't always come out ahead.

The statistical butter situation is attracting more than usual attention, especially in Boston, as our receipts have been running light as compared with other leading points.

For the month of May receipts of butter at Boston amounted to 7,326,985 pounds against 8,659,082 pounds same month last year, a decrease of more than 1,300,000 pounds.

Receipts from June 1st to 11th, amount to 4,750,848 pounds against 4,536,329 pounds same time last year, an increase for this year of 114,519 pounds. Even with this increase we are upwards of 1,000,000 pounds short of last season.

The stock of butter in cold storage on Saturday, June 6th, was 56,236 packages as compared with 56,421 packages, a difference of only 185 packages, including the old stock carried over.

The indications are that in another week we shall have a larger increase in stock, or at least as much as we had a year ago. Were it not for the losses sustained last year, our dealers would not feel anxious about the increase. But what they are anxious about is the high cost of the stock arriving, because they are afraid of not being able to get their money back in the fall or winter. For them it is a serious proposition, and it is natural that they should want to put away the surplus butter at less than they paid last year. The farmers and creamery men, on the other hand, feel that they should get fully as high a price for their product, and for both interests it is a critical time.

FOREIGN MARKETS.

Latest advices to Geo. A. Cochrane of Boston, Mass., from the principal markets of Great Britain, give butter markets as steady, with prices practically unchanged. Arrivals from Continental Europe are moderate, but the make of home and Irish is very large, as it is the height of the flush of the make. Finest grades: Danish, $24\frac{1}{2} @ 25\frac{1}{2}c$; Irish, $22\frac{1}{2} @ 23\frac{1}{2}c$; New Zealand, $23 @ 24c$; Australian, $22 @ 22\frac{1}{2}c$; Argentine, $21\frac{1}{2} @ 22c$; Siberian, $21\frac{1}{2} @ 22\frac{1}{2}c$.

Markets generally on cheese have been fairly steady with a better demand for New Zealand. There has been a little more business over the cable with Montreal on C. I. F. terms. Finest grades of Canadian white (new), $12\frac{3}{4} @ 13\frac{3}{4}c$; colored (new), $13\frac{3}{4} @ 13\frac{1}{2}c$. Finest New Zealand, white, $13 @ 13\frac{3}{8}c$; colored, $13\frac{3}{4} @ 14c$.

Right Way to Handle Milk.

The following suggestions, which are intended for farmers who furnish milk for city consumption, are fully as applicable to farmers who produce milk or cream for delivery to creameries proper, and are therefore printed here.

"With the approach of hot weather the United States Department of Agriculture is warning dairymen again not to hold their milk before shipping it to market. A practice prevalent in some places is to take the morning milk, combine it with the afternoon milk of the same day and ship this combination early the following morn-

ing. This means that the morning milk is kept through the heat of the day. When it reaches the consumer, 24 hours or more old, the bacteriological count is high. This explains, the department experts say, why milk from dairies in which all the conditions appear to be excellent is frequently found to be bacteriologically bad.

"The remedy recommended by the department is to hold the afternoon milk, properly cooled, through the cooler hours of the night, and ship it the next morning with the morning milk, also properly cooled, without mixing the two. It is, of course, essential to this plan that the train schedules be adapted to it, but it is felt that when the importance of the change is fully recognized this difficulty will be over-

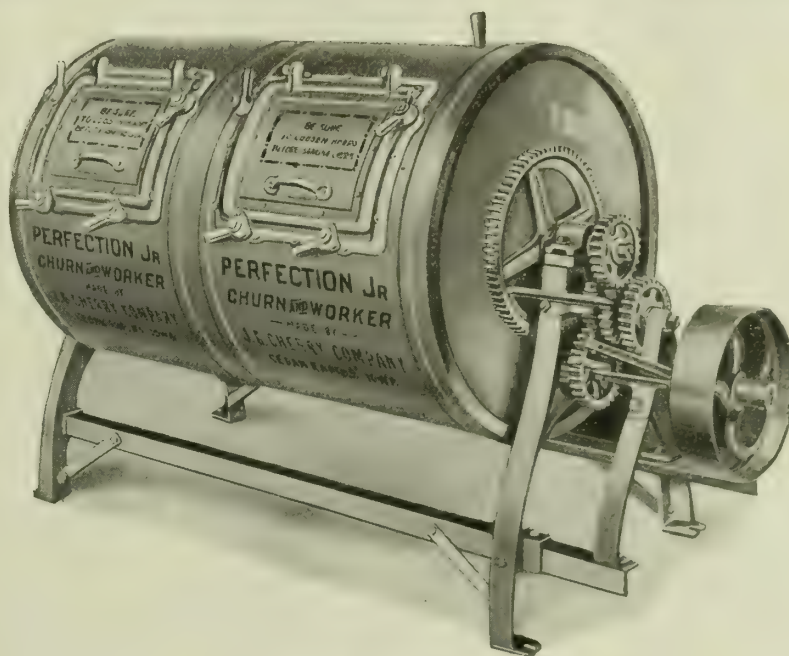
come. Such procedure in cooling and handling would materially reduce the possibility of sour milk reaching the markets.

"Shippers are also urged by the department to see that the milk is thoroughly cooled, as an important step in keeping its bacteriological count low."

By the first of June it was hoped to have the creamery at Virden, Ill., in shape for operation. The machinery arrived a few days ago. M. E. Dowmen, formerly of Thomasville, is in charge of the plant.

The Upper Sandusky (Ohio) Pure Milk Company, under the management of C. F. Beardsley, started up recently. They will make butter and handle eggs.

Lost — \$43 In Handling One 300 - Gallon Lot of Cream



Fact NOT Theory

A small creamery in Wisconsin recently churned a 300-gallon vat full of 30 per cent cream that contained one small can of "off-grade" cream.

The yield was 860 pounds, sold at $\frac{1}{2}c$ under extras. Figure it for yourself.

This creamery could not well afford a loss of \$43 on one day's cream. CAN YOU?

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THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor

E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, JUNE 15, 1914

A REAL DAIRY COMMISSIONER.

Somehow we have always felt that a state dairy commissioner should be a dairyman or creameryman and not a politician—that a dairy commissioner should be versed in dairy knowledge instead of political history or political manipulation—that he should know more about bossy cows than he does about bossy politicians—that when in office his mind should be occupied with how to do the dairy industry the most good rather than how to tickle the ear of the man who was responsible for his appointment.

We've seen samples of both kinds of dairy commissioners and we don't take kindly to the political breed. Down in Missouri they recently created a separate office of state dairy commissioner. Somebody had sense enough to appoint to this position a man named Bennett—E. G. Bennett, to be exact. And, to begin, let me say, to use the language of Colonel Perry, that he is as good a man as ever broke into a smoke house. He's a worker. But, more than that, he's an intelligent worker and a persistent worker. He talks dairying the live-long day, and his wife says he snores it in his sleep. He's getting results already. There are a lot of good cows in Missouri, but there are going to be more of them before Bennett gets through. There are a lot of men in Missouri who know what a good cow should look like, but there are going to be more

of them before Bennett gets through. There are numerous silos in Missouri, but they are going to be much more numerous before Bennett gets through. There are some good dairy cattle feeders in Missouri but there are going to be more of them before Bennett gets through. He preaches dairying in all its phases from one end of Missouri to the other. And he practices what he preaches. Lately he has been organizing county dairy associations or dairy clubs—call them what you please. There are 10 of them already and more on the way. The plan of these clubs is to get the dairymen and dairy women of the country acquainted with each other. Then they are to co-operate in every movement looking toward the county's good. They are to buy silos and feed and seed corn as a body and go in together on everything where one can be of help to another and both to each other. Commissioner Bennett is doing a big work—and you will hear from him and Missouri in no uncertain manner as the days go by. Other states need men like Bennett.



The loan by an incorporated town or village of any sum of money to help a local enterprise is most unusual. On this account the recent action of the town council in Listowel, Ontario, is interesting. The Dominion Milk & Flour Company proposed to equip and operate in this town a butter and milk-powder plant, to expend in the erection of the building and installation of machinery \$35,000 or more, and to employ a good-sized force. In exchange for the location of this important new industry the city council voted to loan the creamery \$10,000 to be repaid in 10 years with interest. In Canada it appears to be easier to secure government and local city financial help for legitimate enterprises than is the case on this side of the line. In Canada, it will be remembered, they pay a bonus to creameries installing refrigeration systems. In the United States legislators have been working overtime to kill off this same public benefactor, the refrigerating plant.



The express companies in Indiana are being called upon by Food and Drug Commissioner Barnard to help enforce the law requiring ice cream containers to be washed before reshipment. We have heard of cases where the express companies had been called on before but failed to come across.



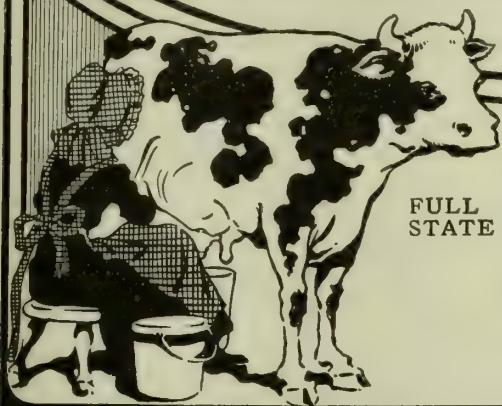
Anyhow, the railroads will pretty nearly know, before the Illinois creamerymen get through with them, that there are some creameries in south central Illinois territory that want refrigeration facilities in shipping to the Chicago market.



The swatting of the fly is a good business for the buttermaker to be engaged in. Screens and cleanliness all about the plant—prevention—is better than slaughter.

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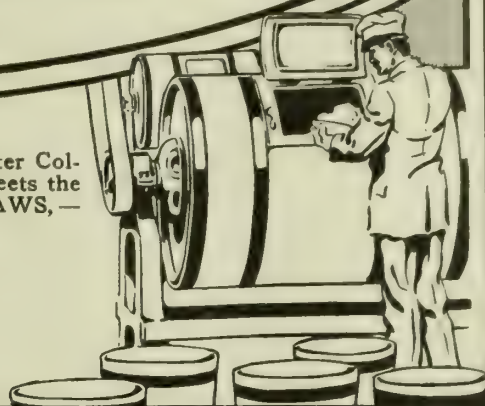
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Cherry's Have Fire.

Press reports tell of a serious fire which damaged the plant of the J. G. Cherry Company at Peoria, Ill., this factory having been used for the manufacture of egg case fillers. The owners of the plant advise us that the warehouse in which stock of fillers have been stored was not affected by the fire so they are still in position to handle local shipments from their Peoria branch. All contracts for carload orders of fillers will be diverted to their Tama, Iowa, plant which is large and thoroughly equipped and will be able to take care of all their business. This fire in no way affects the handling of their creamery machinery and milk supply business, as none of this line is taken care of from the Peoria house. The damage, the J. G. Cherry Company state, will probably not run in excess of \$25,000 and it is fully covered by insurance. Arrangements are already under way for re-building this plant, which was a two-story brick structure. The fire was all confined to the top floor, and the machinery which is used for making the Cherry-Peoria double lock style filler was not harmed any way except by water which came down from the upper floor.

Meeting at Buffalo Center.

The Iowa River Buttermakers and Dairy Boosters' Association held its monthly meeting at Buffalo Center on May 29th. A number of the buttermakers brought butter which was scored by T. A. Clark. The morning was devoted to inspecting the new plant which has just been completed this spring. It was the consensus of opinion that the building and equipment ranked among the best in the state. The building is of brick construction and is fire proof

throughout. Mr. Thompson, the butter-maker, is a hustler and has already started fixing up the grounds and driveways to compete in the creamery grounds contest.

The meeting in the afternoon was arranged for the patrons as well as the buttermakers and was held at the Chicago (Young) Dairy Farm a short distance from town. Due to the busy season for the farmers the attendance was small. T. A. Clark, of the dairy and food commission, W. B. Quarton, of Algona, and E. S. Estel, state dairy expert, gave short talks after the business meeting of the association.

Palo Alto County Buttermakers.

June 4th was at least one of the hottest if not the hottest day recorded in history. If any one doubts this he need but write to T. R. Wilson, the buttermaker at Mallard, who made arrangements for the meeting. Quite a number of the buttermakers were present and some very fine butter shown.

After several selections by the band a mixed quartet sang dairy songs, which made a great hit. The program included talks by L. P. Anderson, assistant dairy commissioner; W. B. Quarton, E. S. Estel and T. A. Clark. Due to the heat a portion of the program was held over until evening, but a rain storm made it impossible for the patrons to come in.

The creamery at this place is in bad condition and the time seems ripe for the building of a new plant. A meeting will be held in the near future to consider this subject.

The creamery at Victoria, Ill., has been repaired, put in first class condition by Krans Bros. It was opened Thursday, May 14, for the receipt of cream.

L. S. Edwards has just been employed as buttermaker for the Algona Creamery Company at Algona, Iowa. This is a co-operative creamery plant and is a point that has been selected by the Dairy Division of the United States Department of Agriculture and which is being operated through this division in co-operating with the Iowa State College and the Iowa Dairy and Food Commissioner's Department. They are doing some special work amongst the patrons and are handling the plant up there as a sort of demonstration station. Mr. Edwards goes to this creamery with a wide experience, and we have no doubt his services there will prove satisfactory in every respect. He is not only one of the leading buttermakers of the state but has operated creamery plants for himself and was for a number of years vice-president of the Iowa State Dairy Association. Of late he has been living in Waterloo and engaged with a milk plant there.

Inspector H. E. Forrester, of the Iowa dairy and food department, visited Ridgeway on May 28th and successfully prosecuted a farmer, Theodore Anderson, for selling to the local creamery a can of cream which was filthy, decomposed and putrid. This is the first case in a campaign which seeks to eliminate the sale of all cream that is unfit for food purposes, reports Commissioner W. B. Barney.

The Industrial Bureau at Nashville, Tenn., is endeavoring to have a cheese factory established at that point.

The Western Ohio Creamery Company's plant at Grenville was recently slightly damaged by fire.

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A Real Live Wire Illinois Creameryman

H. C. Horneman is one of the really live wires in the creamery business. Graduating from the Iowa State College, he did some very creditable extension work in dairying, but shortly entered the employ of the Blue Valley Creamery Company in Chicago. A year or so later he entered the creamery business for himself at Watseka, Ill. There he has been highly successful. In addition to handling his business on business principles he has encouraged his patrons to test their herds and weed out the non-profit payers, and in addition has helped a number of his patrons to get started in pure bred dairy cattle. The following item of news from his local paper will please his many friends in the creamery business:

"One of the busiest places in this part of the country is the plant of the Watseka Creamery Company. They are manufacturing 32 per cent more butter now than they did at this time last year, and the spring and summer of 1913 led all previous years. The season is late this year, and if it were not for that fact there is no doubt that the production would be even greater than it is.

"Five carloads of butter were shipped out last week, which is nearly a carload each working day. The demand for the butter is so great that Mr. Horneman, the proprietor, is always able to pay the highest market price for the cream, which accounts for the fact that the plant is receiving from 2,000 gallons up of the rich liquid each day. The quality of the butter produced is the cause for the demand. If at any time it is desired to dispose of any surplus during the busy season, it is only necessary to submit a sample to a dealer, and in most cases a standing order is the result. The high standard which the butter has attained is due not only to the excellent manufacturing facilities and expert workmen in the plant, but to the high grade of cream that is being shipped in by the patrons of the creamery.

"The various creameries in which Mr. Horneman is interested are reporting an equally successful season, and an increased force is being employed to care for the remarkable business.

"It does not seem that the Watseka Creamery Company is at all worried about the tariff, as plans are being completed for increasing the capacity of the large refrigerating rooms of the various plants, so as to properly handle the large production."

G. M. Asher, proprietor of Beechmont Dairy, will soon locate in a building in Pineville, Ky., to be used as a creamery and milk depot.

Graduates from College with His Son

E. J. McVann—many creamerymen remember him because it was not so long ago that he was circulating among the butter and egg and poultry shippers—because he liked them and because he made his living that way. E. J. was a likely fellow and a likable fellow always. The following bit of history of him will be read with interest by his friends in the trade. It is reprinted from a Nebraska paper:

"The spectacle of a busy man, who draws four times the salary of the governor of Nebraska, attending college with his own son has just been concluded at Creighton university by the award of a degree in law to E. J. McVann, manager of the traffic bureau of the Omaha Commercial club. His son, Donald, is a freshman in the same school.

"McVann, at the age of 16, entered Creighton 31 years ago. He came to Omaha from Cedar Rapids, Iowa. He was poor, and after attending about a year, ran out of funds.

"'I could have kept on and finished,' he says, 'but it would have meant that my father would go in rags to educate me, and I would not have it so.'

"The young fellow went back to Iowa and went to work. Low degree or no degree, he would make good. Soon he became recognized as having a head for figures and rate problems. For 15 years he was engaged in the work with the Pennsylvania railroad, and with the different roads at Omaha and Lincoln.

"Then he became secretary of the Commercial club at Sioux City. From there he came to Omaha as secretary of the Omaha grain exchange. He jumped from this to secretary of the Commercial club at Omaha. In 1901 he was secretary of the Dubuque Business Men's league. Then he landed the position of manager of the traffic bureau in Omaha. This is a man's job. His salary has been increased until he is getting four times as much as the governor of Nebraska.

"It was only in the last year or two, since he has been one of the busiest and one of the highest-salaried men in Omaha, that he has finally forced himself to find time to complete the course he started in Creighton 31 years ago. By wedging in a few hours both in day and night school, he has completed his course and received the degree of bachelor of laws. The diploma from this school admits him to the bar in Nebraska.

"McVann is known to every member of the interstate commerce commission, and to every rate expert of importance in the east and south. He did not wait for his law degree before he faced lawyers in

serious cases. For years he has argued and battled on important rate cases against the ablest lawyers in the state and federal courts, and before the interstate commerce commission as well as before state railway commissions.

"It was E. J. McVann who, four years ago, secured the reduction of the freight rates on southern pine lumber to Nebraska and the northwest. The railroads had arbitrarily raised the rates from 25c per hundred to 26½c. McVann took the matter before the interstate commerce commission, and, after a long fight, succeeded in getting the commission to declare 25c an adequate rate.

"Two years ago, when the roads again attempted to raise rates, it was McVann who succeeded in tying up the proposed increase so that it is tied up to the present day."

And McVann is always doing such things.

Good Year's Work.

At the annual meeting of the West De Pere (Wis.) Creamery Company, the following officers were elected: President, John Hermes; vice-president, Hans Eliason; directors, Herman Jansen, Joseph Wilmet, Emil Vercauteren; secretary, George Adams; treasurer, Anton Sorenson. The annual reports showed the following: Total milk received, 5,556,215 pounds. Average test, 3.92. Total pounds butter-fat from milk, 217,807. Total pounds butter manufactured, 248,972. Total pounds butter-fat sold in cream, 10,248. Total pounds butter-fat made into butter, 207,558. Butter-milk sold, 4,684 cans. Received for butter, \$74,022.93. Received for cream, \$3,806.28. Received for butter-milk, \$234.20. Total receipts, \$78,097.38. Amount paid for butter-fat, \$72,969.51. Expenses, \$4,673.46. Average price per pound paid for butter-fat, 33½c. Average price paid for 100 pounds of milk, \$1.313. This is one of the best-known co-operative creameries in Wisconsin.

Montana Scoring.

The Butte, Mont., Mirror, says that during the next three months Montana creameries will produce enough butter to completely supply the Montana market, and there will be no excuse at all for merchants to buy butter outside of the state. The creameries in the state are now turning out 20,000 pounds of butter daily, the output being just what it was a year ago. Ten creameries participated in the butter scoring contest for June. James Norup, of the Bozeman creamery, scored 94½ per cent; W. H. Screeden, of the Chinook creamery, second with 94¼ per cent, and T. F. Gibbons, of the Conrad creamery, third, with 93½ per cent. The lowest score made was 91½ per cent.

On June 8, 1913, Cyrus Kimball, a driver for the Crescent Creamery Company of St. Paul, Minn., was killed when his team went over the bluff at Second and Minnesota streets. Just a few days ago an auto truck, which had been left standing in front of the Crescent Creamery Company's office at Third and Minnesota streets, ran wild and dashed over the cliff in almost the same spot. Just what started the car is not exactly known, but it is supposed that there was some fault in the brake, and that the car started down hill on this account.

Portal Creamery Company, Portal, Burke county, N. D., is a new one. The capital stock is \$9,000. Incorporators, C. E. Davidson, F. C. Hoyt and Wm. E. Metzger, all of Portal.

Financing the Dairy Farmer

The Creamery Journal has recently received many inquiries concerning plans by which local banks and business men help the farmers in their communities to finance themselves in the purchase of high grade dairy cattle. The plan usually followed is what is known as the Ashland plan. Recently Duluth, Minn., put the scheme into operation and their way is briefly described in the following circular issued by the agricultural committee of the Commercial Club of Duluth:

"The business men of Duluth, with the assistance of the banks, have organized under the 'Ashland Plan' to enable the farmers in the vicinity of the city to obtain loans for the purchase of dairy cattle.

"Briefly the plan is this:

"The banks of Duluth have agreed to loan to trustees money for the purchase of dairy cattle to be placed in the territory around Duluth. The business men of the city have subscribed to a fund amounting to 25 per cent of the total amount to be loaned by the banks, the fund to protect the banks against loss.

"Any farmer wanting additional dairy cows will be required to file an application, setting forth his financial condition, and will be required to satisfy a committee of three guarantors that he is able to care for additional cows.

"Cows will be purchased by experienced local men, assisted by an expert to be designated by Dean Woods of the State Agricultural College. The cows will be brought to Duluth in carloads and allotted, each applicant agreeing to take the cows bearing the numbers he draws and to pay therefor the cost of each cow plus its share of the expense. The purchasers will give notes bearing 7 per cent interest for the purchase price of the cows, the notes to be retired by the payment to the trustees of one-half of the amount of the monthly milk checks, or not less than \$3 per month from the time the cows begin to give milk. The notes are to be secured by chattel mortgages on the cows purchased and additional cows owned by the purchaser.

"The only obligation imposed on the purchasers are that they will breed the cows only to pure bred sires of the same breed, and that they will raise all heifer calves. Only grade Guernsey and grade Holstein cows and heifers will be purchased.

"Three trustees are to be appointed by the guarantors to administer the plan."

The Commercial Club of Duluth is gathering dairy information by sending out a postal card bearing the following queries: "How many cows have you? What breed are your cows? What breed of cows do you prefer? Do you want to buy more cows? How many? How many cows can you keep? Have you a silo? How many acres of land have you cleared? What breed do the most of your neighbors prefer? Is there a pure bred registered bull in your neighborhood? What breed is the bull? Who owns him? Would you be interested in a plan by which you could secure more cows and pay for them from one-half of each milk check you receive?"

Following is a copy of the application and agreement form used in the Duluth dairy cow plan:

"The undersigned hereby applies to George C. Stone, W. G. Hegardt and E. G. Church, trustees appointed by the banks of the City of Duluth and county of St. Louis, for the loan of.....dollars, or a sufficient sum to purchase.....cows. The kind of cows to be.....

"The following is a true statement of the undersigned's resources and liabilities:

"Resources: Description; acres land cleared; value; acres partly cleared; value; acres wild; value; horses and cattle; value; machinery; other resources. Liabilities: Amount owing; to whom; nature of security.

"The undersigned, for value received, hereby agrees to pay to said Geo. C. Stone, W. G. Hegardt and E. G. Church, trustees, or their order, on or before three years from this date, the sum required to pay the entire cost of the cows purchased by him, with interest at 7 per cent per annum, interest payable quarterly.

"Undersigned further agrees to sell all his milk, cream or butter produced, except the amount consumed by his own family, and cause to be paid to said trustees at stated intervals each month from the proceeds of said milk, cream or butter, not less than \$3 per month for each cow so purchased by him, until the aforesaid sum and interest is fully paid.

"The undersigned further agrees to breed the cows so purchased to a registered, pure bred sire of the same breed as the cows so purchased, and to raise all the heifer calves.

"The undersigned further agrees to secure the payment of said sum and interest and the performance of this agreement, by a chattel mortgage to said trustees upon the cows so purchased, and the following additional security:

"The undersigned further agrees to accept the cows that are purchased, and select the same in the following manner:

"The cows shall be purchased by some person or persons to be designated by the

above trustees or a committee appointed by the guarantors, and they shall buy grade Holsteins for those wanting such, and grade Guernseys for those wanting such, and heifers, either grade Holsteins or grade Guernseys for those wanting heifers, and shall ship such cows and heifers to Duluth. The Holstein cows shall each have a number on a card which shall be attached to the cows at Duluth, showing the amount paid for this cow, together with her share of the freight and expense of purchasing all the cows and heifers. Then numbers corresponding to the numbers on the cows shall be placed in a box and each farmer desiring to purchase a Holstein cow shall draw as many numbers from such box as the number of cows he desires to purchase, and take the cows which have a corresponding number on the cards attached to them and pay therefor the amount so fixed on the card.

"The Guernsey grade cows shall be assigned in the same manner, also the Holstein grade heifers shall be assigned in the same manner, and also the Guernsey grade heifers shall be assigned in the same manner.

"In case any cows or heifers are purchased in carload lots or less quantity for a lump sum, then the person or persons so purchasing shall apportion the amount so paid in lump to each cow."

Already a car each of Holstein and Guernsey grades have been purchased and delivered in Duluth.

This plan is creating considerable interest all over the country and will doubtless be adopted, with variations as to breeds of cattle, at many points where it is desired to efficiently build up the dairy interests.

Golden Valley, N. D., will soon have a creamery owned and operated by a co-operative company.

John J. MacDonald

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REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.



Co-operative Creamery at Albert Lea, Minn., before being taken over by the State of Minnesota.

A State Creamery's Annual Picnic

By DALE E. ANDREWS

The annual picnic of the patrons of the Albert Lea (Minn.) State Creamery was held at the Freeborn county fair grounds Thursday, June 11th, and it is doubtful if a more interesting and successful gathering of this nature has ever before been held in the state of Minnesota. Over 400



Joel G. Winkjer.

people were in attendance, despite the rain of the preceding night and the extremely bad condition of the roads. The genuine picnic spirit prevailed all during the day, and the affair was an excellent example of one of the greatest of co-operative advantages—that of real hearty community spirit.

The farmers and their families commenced arriving at the picnic grounds early in the morning. At noon, when the big baskets were opened for the dinner under the trees, the Albert Lea High School band came marching onto the grounds and furnished excellent music during the dinner hour. Free coffee, free ice cream and free butter-milk were served in large quantities under the direction of Manager James Sorenson and Mr. Mortenson.

An excellent program had been arranged for the afternoon of the picnic, but it was found necessary to make several changes.

President J. J. Farrel, of the National Creamery Buttermakers' Association, was required to miss the picnic and remain at home owing to the arrival of a big baby boy, and Prof. R. M. Washburn, of the University Farm at St. Paul, failed to arrive at the picnic grounds until the completion of the entire program, on account of the lateness of a train from the north.

State Dairy Commissioner J. G. Winkjer took charge of the program and started things off in a hearty way by telling the patrons of the Albert Lea State Creamery assembled there under the trees something of the work of the state in connection with their creamery, which, though owned by the state of Minnesota, is operated in a truly co-operative way. This is the only state creamery of its kind in the country but is proving a valuable example of co-operative creamery management, not only to the creameries of Minnesota but to those of other states as well.

Mr. Winkjer told of the efficient management of the plant under James Sorenson, also of the fact that the Albert Lea State Creamery is paying a little bit more for butter-fat than almost any other co-operative creamery in the state. It is also turning out a very high grade of butter and will undoubtedly be granted the Minnesota stamp, as authorized by the last legislature, and which has been granted to

but one creamery in the state up to the present time, the co-operative creamery at Litchfield.

During Mr. Winkjer's talk Governor Eberhart arrived on the grounds and was easily persuaded to give a short talk to the picnickers. The governor proved to be very well acquainted with the dairy conditions in Minnesota. He recognizes in this industry one of the greatest advantages to the state. He told of many instances where he had been able to learn of the value placed on Minnesota butter by consumers in far eastern states and also of the pride that he took in the excellent quality of the commodity that has brought fame to Minnesota as the "Banner Butter State."

Governor Eberhart also made a statement that is very significant at this time of political turmoil in all sections of the country. He stated that every confidence had been placed in Dairy Commissioner Winkjer and his ability to care for the dairy department of the state work, and that he himself had insisted at all times that no politics be allowed to enter into any of the work under the direction of Mr.



James Sorenson.

Winkjer. This is very true, and the dairy farmers and buttermakers of Minnesota may well congratulate themselves that their interests are being looked after by a department that need have no part in the political activities of the state.

Governor Eberhart left the grounds early in the afternoon that he might be present at the unveiling of a beautiful monument



Albert Lea, Minn., State Creamery as it looks today.

to the veterans of the Civil war recently erected by the citizens of Albert Lea, and many of the farmers and their families also enjoyed these exercises in the court house square down town. Others stayed out at the fair grounds, and the young people and boys and girls enjoyed a program of athletic contests.

Manager James Sorenson is extremely proud of the record of the Albert Lea State Creamery since it was taken over by the state August 1, 1911, only three years ago. The creamery was being operated as a co-operative concern at that time by the patrons, and the building and all machinery was bought outright by the state. The creamery has continued to be run in a co-operative way since then under the state direction and is today one of the most successful co-operative plants in the United States. The annual statement of the past year shows that 201,850.6 pounds of butter-fat were received at the creamery, two-thirds of the receipts being in whole-milk and the balance in sweet cream. The plant manufactured 233,421 pounds of butter in a year, showing an average overrun throughout of 23.38 per cent. The cash receipts for this butter were \$75,113.63 and an average price of 37.31c per pound was paid to the 130 patrons of this creamery during the year for butter-fat.

No cream that is not sweet and clean is accepted at any price at the creamery, and as a consequence a very high quality of butter is being turned out every day and is selling for top prices. A great deal of the output is sold in prints right in Albert Lea at $\frac{1}{2}$ c over New York prices. Some is sold to the creamery patrons, and the balance finds a ready market in the eastern cities at a premium. The average price received for this butter during the past year was 32.196c.

In discussing the work of the Albert Lea State Creamery, Mr. Sorenson said: "The first work done here after the creamery was taken over by the state was to cut out some losses which evidently had been occurring for years past. For instance, cream had been retailed without anyone knowing the fat content thereof. Other losses were due to imperfect methods in weighing and sampling the cream, while numerous losses were due to lack of system in doing the work in the creamery.

"The coal used for fuel has been weighed every day in order to obtain some data that may be of value in making determinations regarding economical use of fuel in creameries.

"Several methods of taking dip and tube samples from milk received have been tried out, and it has been positively proven that it is possible to secure a correct average test of the total milk receipts at any whole-milk creamery. The system of weighing, sampling and testing cream has also been changed and as the work is now being done it is both very satisfactory to the patrons as well as fair to the creamery.

"Some work has been done to determine the best methods in operating the test. We consider this work of the greatest importance, as a great deal of the dissatisfaction among creamery patrons is due to imperfect methods used in operating and reading the tests.

"When the state took over the creamery it was in poor condition from both a sanitary and economical standpoint, and considerable money has been spent to put both the building and machinery in such condition that a high-grade product could be turned out at the lowest possible cost. The outside appearance and grounds have also been given much attention, as we realize the beneficial influence this will have on the numerous creamery managers,

buttermakers and others interested in creameries who may visit the state creamery from time to time.

"Considerable attention has been given to working out a satisfactory system of records, both in the creamery and in the office, and we have already gotten to a point where we can give some wholesome advice to the creameries of the state along this line. The great advantage of working out these things at the state creamery is that the work can be done under the same conditions that ordinarily exist in other creameries.

"The state of Minnesota holds the distinction of being the first state in the Union to own and operate a commercial creamery and experimental station com-

bined, and for this reason it is not possible to point to what has been done with such a creamery anywhere else, but we must confine ourselves to discussing what can be done with the state creamery which is now being operated in Albert Lea.

"A few things that are now being worked out at the state creamery are: a better system of records for creameries; more economical use of fuel; a more accurate method of sampling and testing of milk and cream and butter-milk and skim-milk, and in that way assist the creameries in getting the overrun to which they are legitimately entitled; the correct way of reading butter-fat, which we are showing should be done by the elimination of the meniscus in such reading, and the question of daily or semi-

June Butter

The sweetness of the new grass is in June butter.

Why spoil it with bad-flavored salt?

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Remember, the salt flavor is the most prominent flavor in butter—hence, avoid salt with a bitter taste.

The bitter flavors common to other salts are completely eliminated from WORCESTER SALT by the WORCESTER METHOD of manufacture, patented and used by us exclusively.

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That's why WORCESTER SALT pays the creameryman biggest returns.

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monthly testing in a whole-milk plant. We expect to show that it is not necessary to test daily in such a plant in order to obtain quite accurate records. Attention is also being paid to the quality of the raw material and its influence on the quality of the finished product. The value of pasteurization is also being investigated.

"A creamery operated by the state can do splendid service by instructing young

buttermakers in the most up-to-date methods and also instructing them in general creamery management, and, as enormous sums of money are lost annually by the creameries on account of poor management, it will readily be seen that special instruction of those who are to take charge of creameries will mean dollars and cents to the man who milks the cow and furnishes the raw material."

Swift & Co. Accused of Discrimination

They are some "investigators" in Missouri. An information charging Swift & Co. with discriminatory tactics in the purchase of cream and butter-fat in Missouri has been filed in the Missouri Supreme Court by Attorney-General Barker. The court appointed Nathaniel Shelton of Macon, Mo., as examiner to take testimony. The inquiry will seek to determine whether there is basis for an ouster suit against Swift & Co. The attorney-general said he had been collecting evidence concerning the business methods of the company for several months, and that the court action was recommended by the State Board of Agriculture and by the State Dairy Association. Shelton was also named as examiner for other large concerns doing a creamery business in this state, which were named in the attorney-general's petition alleging violation of the anti-discrimination act. Barker said he had asked that the examiner begin taking testimony at a very early date.

"Numerous complaints have come to this office," said the Attorney-General, "that Swift & Co. and other corporations have been guilty of unfair discrimination and conspiracies and agreements to break down the independent creameries of this state. There are quite a number of independent concerns in the state, but a great many have been compelled to go out of business because of this unfair discrimination. Among the independent creameries that have been driven from business by the unfair tactics of these companies are the Sweet Springs Creamery Company of Sedalia, the Carrollton Creamery Company of Carrollton, Browning Creamery Company of Browning, Kirksville Creamery Company of Kirksville, Monroe City Creamery Company of Monroe City, and the Palmyra Creamery Company of Palmyra.

"If the inquiry discloses that concerns mentioned in complaints have been violating the law, I will institute quo warranto proceedings to have their licenses revoked and the company ousted from the state."

"Swift & Co.," said Barker, "made it a practice to go into the territory of independent creameries and pay higher than the market price for cream and butter-fat, thereby compelling the independent concerns to pay more than the market would stand for these products or else shut down. Swift & Co. would also send butter into the territory of these independent concerns and sell it at less than the market cost of production in order to force them out of business.

"Whenever one of these independent concerns closed down and left the territory without any competition, Swift & Co. would then reduce the price of cream and butter-fat and would also increase its price for creamery butter. No independent concern of moderate capital could live in the face of this sort of discriminatory competition.

"Such methods are destructive of the dairy interests of this state and the State

Dairy Association and the State Board of Agriculture and other dairy interests have been trying in vain to break it up.

"If any witness refuses to testify when summoned before the examiner, he may be punished for contempt, and no person can refuse to testify on the ground that his answer might tend to incriminate him or subject him to penalty or forfeiture."

Progressing in Oklahoma.

R. D. McManus, state dairy inspector for Oklahoma, says of the Cameron State School: "The Cameron State School of Agriculture, located at Lawton, Okla., has one registered Jersey male and nine grade cows kept on the farm for demonstration purposes. A part of the milk and cream is used at the dormitory, and furnished to the faculty and students free of cost. The rest of the milk is separated and the cream sold to the college creamery. The skim-milk is fed to the registered pigs on the farm. Before the creamery was installed at the college there was hardly enough milk and cream in and near Lawton to supply the table needs of the local retail trade of the city of Lawton. The creamery now has three cream stations located on the railroads and is shipping the product to the college creamery. The stations are located at Olustee, Geronimo and Tinney, and there are two inland stations, one at Cox's store and the other at Hulen. The cream is shipped to the college creameries and the butter manufactured therefrom finds a ready sale in Oklahoma and the markets of the north and east. C. O. D. Brown, of Oklahoma City, has a standing order for 350 pounds of butter daily while at stated times he takes special shipments in addition to his regular standing order. On May 18th the creamery sold 1,000 pounds of butter in Chicago. The butter-milk is fed to the hogs on the farm. The farmers in the territory receive 2c per pounds more for butter-fat than the centralizers and other creameries doing business in the state are able to pay. Professor O. C. Whipple, a member of the faculty, who has charge of the creamery, is giving special instructions to a number of students who are taking a course in dairying and buttermaking. The creamery is a frame building 25 by 40 feet, and has a concrete floor throughout. The creamery is operated by a 10-horsepower gasoline engine and a churn of 800 pounds capacity, and manufactured 6,792 pounds of butter during the month of April and approximately 12,000 for the month of May."

Mr. Greer, of Mayville, Mich., expects to reopen the Munger creamery and convert it into a butter and cheese factory. The farmers of that community are enthusiastic over the project and are buying stock quite liberally. It is purposed to form a company with a capital of \$3,500 which will be ample to operate the concern to full capacity. Mr. Greer believes that the factory can be made to pay good dividends on the capital invested.

A Doctor for Sick Creameries

The De Laval Separator Company has, in the past few years, been doing quite a bit of development work. The work has not been confined entirely to telling farmers how to increase their profits by better breeding and better farming methods, but, in addition, local creameries have been shown how they might improve their methods.

For this work Prof. John D. Jarvis was engaged some two years ago. Professor Jarvis is a graduate of the Wisconsin Dairy School. He was for a time creamery instructor in the Pennsylvania Agricultural College, and then for several years head of the creamery department of the Indiana Agricultural College and at the same time secretary of the Indiana Dairy Association.

Professor Jarvis is known and recognized by the leading authorities, and the leading practical creamerymen as well, as being one of the best-posted buttermakers in the United States. There are few men in the industry who can step into a creamery and ferret out the leaks, probably each insignificant in itself, but which, taken as a whole, are causing the farmers who are patronizing the creamery to receive a cent, 2c, even 5c a pound less for their butter-fat than they might.

Professor Jarvis is a professor only outside of the creamery. When he gets into the creamery and dons a pair of overalls he immediately creates the impression that he is simply a "cracker jack" of a butter-maker. If the butter contains a per cent or two less moisture than it should he shows the buttermaker why, and he shows him how to make daily tests of this, so as to always have exactly the right amount, thus enabling him to make 102 pounds of butter where he made but 100 before. If the flavor of the butter is not just what it should be, he shows the buttermaker how to prepare and handle the cream so that it will be exactly right and exactly the same each day. The importance of this point alone is hard to overestimate. It may make a difference of thousands of dollars in the year's returns.

In dozens of other ways Professor Jarvis shows the buttermaker how he can increase the returns for the farmer. During the past two years over 100 creameries have been called upon and given this assistance. This work is done without a cent of pay from the creameries or the patrons. The whole object is to make the dairy business more profitable to the farmers.

The above explanation of their promotion work is made in a recent issue of the De Laval Monthly.

Work on the new creamery at Madera, Cal., is well under way. It is planned to have the building completed by the last of June, and ready for operation July 1st. Manager Bates is confident that he will be making butter before the 4th. J. St. Clair, one of those interested in the plant, has shipped in eight pure-bred cows from South Dakota, and a load of fancy dairy stock was received at Berenda also. It is planned by the ranchers to have sufficient cream for the operation of the plant when completed.

Manager Housherr of the Langdon, N. D., creamery, reports a splendid business—in fact, the best the creamery has ever had at this season of the year. Nearly 1,200 pounds of cream was received on a recent Saturday from 26 patrons, and there are now a total of 62 patrons. Mr. Housherr is making a splendid quality of butter and ice cream.

Prof. J. G. Watson of the Extension Department of the Iowa State College at Ames, delivered an address in West Liberty, Iowa, recently with reference to dairying, and especially in connection with the creamery business. There is a strong movement, we are told, for the location of a co-operative creamery at West Liberty.

Friday, June 26th, is the date that butter and cheese for the second Minnesota contest, must arrive in St. Paul. The first contest, as reported in this issue, called out a big exhibit, which shows beyond question the interest and enthusiasm of the Minnesota makers in movements looking toward advancement of the industry.

The May report of Dairy and Food Commissioner James Foust of Pennsylvania shows that the receipts amounted to \$3,629,51, making the total \$192,790.75. This means that it will be \$200,000 in a short time and will break all records. In May the big fines were paid by the violators of food and milk laws.

Word is received from C. R. Cooper, general manager of the New York Despatch Refrigerator Line and the National Despatch Refrigerator Line, that the general officers of this company in Chicago were removed May 10th to suite 901-906 Merchants Loan & Trust Building, corner of Adams and Clark streets.

C. B. McClelland, who has been a fast freight solicitor for years and is well known to the creamerymen of Iowa, has taken a field position with Merrill & Eldridge, commission merchants of Chicago. Mr. McClelland reports very good business as a result of the comparatively high Chicago quotations.

The Belvidere (S. D.) Co-operative Creamery Company started operations March 1, 1914, it having been completed in the fall of 1913. In May they received 18,434 pounds of cream, made 7,338 pounds of butter, paid out \$10,310, and had 92 patrons.

June 9th the Scott City (Kan.) creamery building burned. It is not known how the fire started. There was about \$8,000 loss, with only half that much insurance. A new ice plant was installed not more than a month ago. This also burned.

The Dudley Creamery at Dudley, Idaho, has started. The creamery company was organized by the ranchers between Kellogg and Harrison, and a complete plant with a capacity of 2,000 pounds of butter a day has been erected and equipped.

The creamery at Lake Beulah station, near Waukesha, Wis., burned to the ground with a loss of \$5,000. It was insured for \$3,000. The fire coming so soon after the depot fire has given rise to the belief that a fire bug is at work.

The Farmers' Co-operative Creamery Association of Carson, Morton county, N. D., has been organized with a capital stock of \$5,000. Incorporators, J. W. Evans, F. P. Blowers and Charles Pfiuger, all of Carson.

The J. G. Turnbull Company have built an addition to their creamery and begun the manufacture of Italian cheese. This plant is located at East Swanton, Vt.

Brownsville, Tex., is to have a creamery in the near future. It will manufacture both butter and cheese.

The Golden State Creamery Company, of Dyersville, Iowa, has filed amended articles of incorporation. The principal change is in the date of the annual meeting, which will now be held on the last Saturday of November.

A man representing a large New York concern has succeeded in getting \$6,000 subscribed and will at once begin the erection of a concrete building for a creamery and ice cream plant at North Lubec, Maine.

Since the death of H. H. Hopkins at Mt. Morris, Ill., Mrs. Hopkins has decided she does not care to operate the creamery and it has been offered for sale.

The Alice, Texas, creamery is shipping butter to Philadelphia.



North American Cold Storage Co.'s Building at Chicago, Ill., Insulated with

WATER-PROOF Lith Insulation

THIS is only one of the many buildings that have been equipped with Lith, on the advice of refrigeration experts, on the strength of the fact that this insulation has proved so invariably successful.

75 per cent of all the creameries in the Northwest are insulated with Lith. It absolutely cuts ice cost in two! An absolutely

guaranteed insulation that comes in sheets 18x48 inches, twice the size of ordinary insulation, therefore leaving less than half the number of joints or cracks possible for leaks. Write for book. Also write for information regarding

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Made of pure cork and asphaltum. 1½ pounds of cork to square foot one inch thick. A greater percentage of cork than you can find in any other insulation material.

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Will outwear four or five pair of the old style leather work shoes. Made with cast aluminum soles, which is the lightest metal known and will not rust; high grade water-proof leather uppers and best horse hair and felt cushion insoles. Every pair is guaranteed thoroughly water-proof and will keep your feet warm and dry in all kinds of weather. Save money and doctor bills. Buy a pair of our Aluminum Soled Shoes and protect yourself from wet feet, colds, sore throat and rheumatism. Satisfaction guaranteed or your money back. Write for our free descriptive booklet today. A postal brings it by return mail.

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Creamery Plans.

The Canadian dairy and cold storage commissioner has, for many years, furnished plans and specifications for cheese factory and creamery buildings. Accordingly a large number of factories in different parts of the country that have been built from these plans are now in successful operation. The plans and specifications provided were prepared to meet varying needs and conditions. With the passing of time, not only have a great many plans been prepared, but improvements have been introduced in accordance with the progress in the industry. In order to meet the demand for correct information on this subject, there has been issued in Bulletin 41 of the Dairy and Cold Storage series, a full treatment of the subject, in which seven different plans are dealt with. In these various capacities, methods of construction, building materials, etc. have been taken up. This publication, which was prepared by Geo. H. Barr and J. G. Bouchard, embraces 82 pages and contains many sketches. Anticipating a considerable demand for this bulletin, a large number of copies have been printed. Applications for it should be sent to the Publication Branch, Department of Agriculture, Ottawa.

Moving by Water.

The first cargo of dairy products to be sent out of Duluth, Minn., for lower lake ports via the Great Lakes has moved. It was consigned to New York by the Bridgeman-Russell Company and by the Victor Produce Company. The steamer was the Rochester of the Western Transit line. This marks the beginning of the use of the refrigerating system which the interstate commerce commission, during the last winter, compelled the lake lines to install in certain of their boats. The fight was started—and finished—by the Duluth Commercial Club's traffic department at the instance of Bridgeman-Russell, and at the early part of this year the commerce commission handed down its decision in favor of the shippers. Heretofore the lake lines classed dairy products as prohibited merchandise and had made no provision for their transportation. This year two boats of each lake line have been equipped with a refrigerating department, and from now on the dairy products of the northwest will be shipped by lake during the summer months. The first cargo consisted of about five carloads of butter and eggs.

Farmers' Central Plant Talked.

According to the Fremont (Neb.) Tribune, about 160 representative farmers from various parts of Nebraska, met at Fremont recently and discussed the advisability of establishing a large creamery plant at some central point in the state, such a plant to cost from \$50,000 to \$100,000. During the forenoon session O. E. Wood, state organizer of the union, addressed the meeting, touching on questions of common interest to the farmers. He spoke of public contracts, taxes, freight rates, telephone rates, farm demonstrators, cream testers and other things. Mr. Wood emphasized the need of co-operation and the determination to "stick it out" in spite of all opposition. He warned the farmers against being "taken in" by the opposition who offer better prices until competition is killed and then forcing the prices to the former level. A temporary board was named and a committee on location for the creamery appointed.

Nicollet County Meeting.

The annual picnic meeting of the Nicollet County Dairy and Creamery Association was held at Nicollet, Minn., June 10th. The principal address was delivered by Prof. T. L. Haecker, of the University Farm, known as "The Father of Dairying in Minnesota," and regarded as one of America's foremost dairy experts. This year the county association was entertained by the Nicollet Creamery Association, and the picnic was held in the Ardy Johnson grove south of Nicollet village. Music was furnished by the Germania band, and refreshments were served on the grounds. The speaking program began at 10:30 o'clock in the morning. Charles L. Cole, of Minneapolis, talked on "Reminiscences;" J. J. Sprenger, of Zumbrota Falls, on "The Silo and Ensilage;" Prof. T. L. Haecker on "Dairy and Creamery Progress," and F. W. Merrill, of Fargo, N. D., on "Alfalfa." A program of athletic sports followed the speaking.

The Albuquerque (N. M.) Creamery Company has recently moved into its new plant. They have their own water works, own refrigerating machinery, own power plant, and nothing was spared to make their present location one of which they, as well as all citizens of New Mexico, can justly be proud. Everything is handled in an absolutely sanitary manner; the interior is white throughout, and it can almost be stated that the entire building is composed of windows and doors, for the purpose of ventilation, fresh air and plenty of light. It is equipped with strictly up-to-date machinery, and no efforts or pains have been spared in trying to make a strictly first-class piece of goods. They are putting out 20,000 pounds of their "Sunshine" brand of butter weekly, selling it in New Mexico, Arizona, Texas and Los Angeles.

The Riverside Creamery Company, at New Ulm, Minn., at its recent annual meeting declared a dividend of \$10 per share to those who had patronized the creamery. Other stockholders received six per cent on their investment. A new boiler was installed last year and a new ice house erected. The creamery manufactured over 75,000 pounds of butter last year and distributed about \$15,000 among the patrons. Buttermaker Ernest Johnson was engaged for another year. All the members of the old board of directors were re-elected as follows: Charles Samuelson, president; J. Eckberg, treasurer; F. Gunberg, J. A. Olson and And. Jacobson, directors. Mr. Jacobson was chosen manager and secretary.

As the result of a fire in the Maccabee hall, 25 Lake avenue north, Duluth, Minn., 40,000 pounds of butter may have been made worthless by the smoke, entailing a loss of \$11,000 to the Bridgeman-Russell Company, owners of the building, in which the company kept three large refrigerators. The fire also destroyed about \$2,000 worth of boxes belonging to the Bridgeman-Russell Company and caused a damage of nearly \$3,000 to the building and its contents. The origin of the fire is unknown, but the insurance appraisers, who inspected the building, are of the opinion that it started from defective wiring in the first floor. There was a slight blaze, but the smoke spread throughout the building, making it almost impossible for the firemen to find the blaze.

The new building for the Townsend Creamery Company, at corner East Seventh and East Everett streets, Portland, Oregon, has been completed and occupied. The building is of brick, two stories high and covers a quarter block, 100 by 100 feet. It was planned especially for the use of the concern, and cost, including equipment, in the neighborhood of \$35,000. The plant is built entirely of concrete except for the brick walls. The floors are of reinforced concrete. It is said that the new building is one of the most modern and sanitary creameries in the west.

Jacobsen & Beck, owners of the creamery at Ellendale, N. D., have taken over the La Moure creamery and will operate it as a branch. The La Moure creamery, formerly one of the largest and best advertised in the state, was closed about four months ago. The local people will add to its equipment and will also manufacture ice cream as well as butter.

The Hastings Industrial Company is promoting a creamery at Carmi, Ill.

Want Clearings

A GOOD CREAMERY for sale at a bargain. Address J. A. Martin, Norman Station, Indiana, R. R.

THREE SETS milk and milk sugar condensing machinery for sale. Apply Box K, The Creamery Journal.

RECEIVER'S SALE—Modern creamery, well located at junction of four railroads. All machinery practically new. Must be sold within 30 days. Address M. Boland, Receiver, Auburn, Indiana.

POSITION WANTED—By a first-class butter-maker. Am single; can come on short notice. Am now running creamery here. State wages and output in first letter. Good references. C. G. Nelson, Curlew, Iowa.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

FOR SALE—An established milk business that is growing very fast. In the finest climate in the south. Equipment all new. Nothing better. If you have some money I can turn over to you a paying proposition. Act quick. "Milk Business," care of The Creamery Journal.

POSITION WANTED—By Danish buttermaker with ten years' experience in whole-milk and hand separator plants. Dairy school graduate. Understand all up-to-date methods and can furnish A No. 1 references. Can come on short notice. Please state wages and full particulars in first letter. Address H. C. Jochumsen, Bark River, Mich.

POSITION WANTED—By a competent butter-maker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.



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THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

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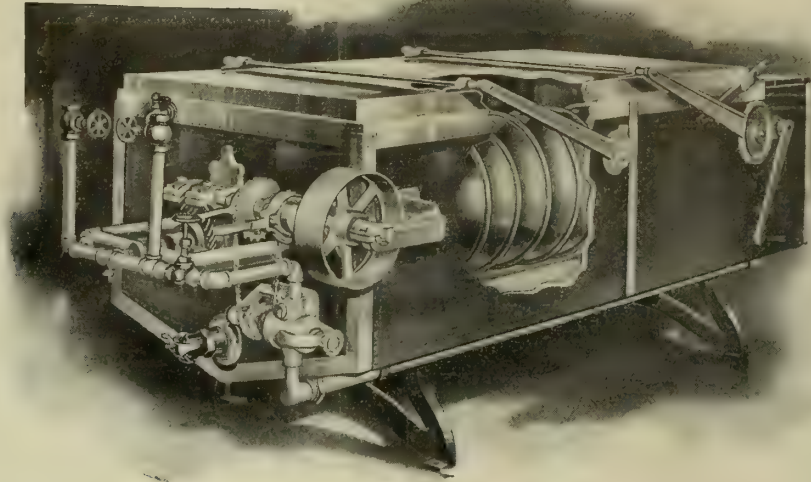
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Are you able to maintain the same temperature in all parts of your pasteurizer? Is it 140 degrees at one corner and 135 degrees at another? If it varies, when you have reached your ideal pasteurizing temperature in one part of the vat, there will be some cream that is not thoroughly pasteurized in another part. Semi-pasteurization accomplishes nothing. You must have Positive Pasteurization.

THE WIZARD PASTEURIZER

The Disc Coil Insures Uniform Temperature

maintains the same temperature in all parts of the vat. The Disc Coil is responsible for it. It thoroughly agitates, it thoroughly emulsifies, it thoroughly mixes the mass without churning it, thus insuring Uniform Temperature.

The Wizard Is as Good a Ripener as a Pasteurizer

Some Other Features You Should Know and Consider:

The Wizard makes for real economy in that it does the work of more than one machine. As a ripener it is unexcelled.

You do not have to transfer the cream to another vat for ripening after the pasteurizing.

Saves Space and Time

The Wizard takes up the space of but one machine and but one machine needs to be cleaned when through.

Ask the Representative of the C. P. Line about it or write our nearest office for further information.

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THE CREAMERY JOURNAL

The National
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Magazine

VOL. XXV NO. 11

WATERLOO, IOWA, JULY 1, 1914

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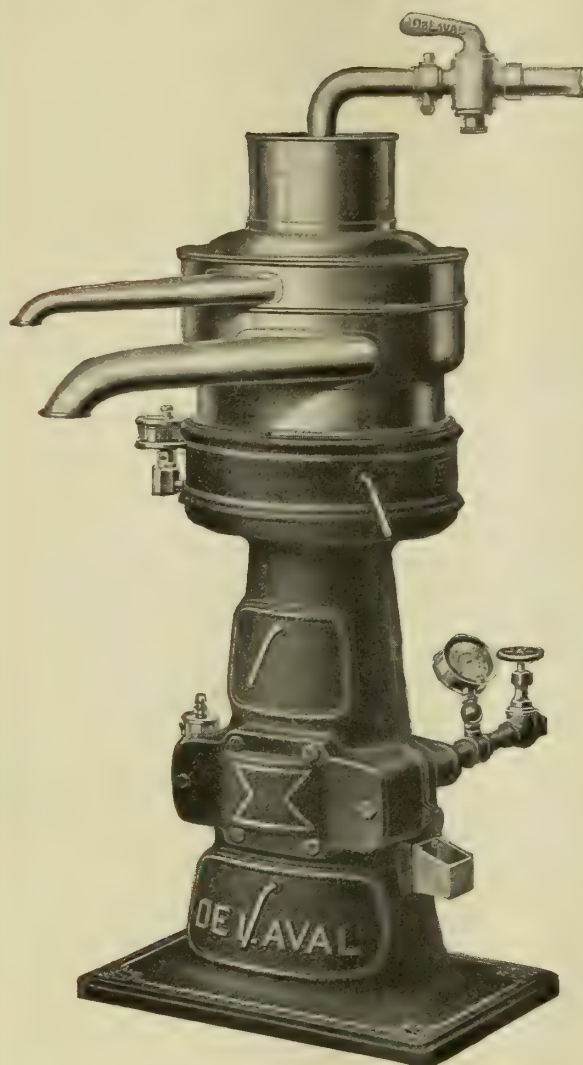
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—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

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New Style, Factory Size
De Laval Steam-Turbine Driven Separator
Also made in Belt-Driven Style
New Capacities, 4,000 and 6,000 lbs.

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Cream Separators In Power or Factory Sizes

Greater Efficiency With cool milk, very heavy cream, irregular speed, or any of the more difficult separating conditions, better results can be obtained from the new style factory size De Laval machines than from the old style machines at present in use.

Increased Capacity The increased capacity of the new style machines means that a larger amount of milk can be handled more quickly and economically, and a better quality of product is thus made possible.

Automatically Oiled The same novel system of automatic oiling now employed on the present style De Laval hand machines has been adopted on these new factory sizes of machines with the result that the oil is automatically sprayed into all the bearing parts in such manner that they literally float in a film of oil, and the wearing surfaces scarcely ever come in contact with each other.

Less Power Required The power required for the new style De Laval machines is just about one-half, in proportion to capacity, that required with previous types of De Laval Separators.

These important changes have been brought about through improvements in the bowl construction and through a re-designing of the frame construction. The new bowl is center balanced, the bottom being of the cupped or concave type, similar to that of the present style De Laval hand machines. The bowl is more easily and thoroughly cleanable than heretofore, and, if possible, more sanitary than the previous style De Laval machines. The bowl is detachable from the spindle and is easily removed from the frame for washing purposes, and has no tubes, crevices, joints or corners in which taints may develop or bacteria may breed.

The bowl is equipped with a new cream regulation device which gives a wider range of cream regulation and makes possible separation of cream varying from ten to sixty per cent in butter-fat content.

ADVANCE CATALOG UPON REQUEST

The De Laval Separator Company

165 Broadway, NEW YORK

29 E. Madison St., CHICAGO

101 Drumm Street, SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 11

WATERLOO, IOWA, JULY 1, 1914

One Dollar a Year

June Wisconsin Butter Scoring

HIGHEST JUNE AVERAGE ON RECORD FOR EDUCATIONAL TEST

An average score of 92.77 was placed on 87 exhibits of Wisconsin butter scored at Madison June 8th and 9th by H. C. Larson, assistant dairy and food commissioner, and the writer. This was the highest average score that has been placed on June butter in four years. The increased quality was due mainly to the effort that is being put forth by the creamerymen to get a better grade of raw material, and to higher standards of workmanship. There never was a time in the history of the exhibitions that the creamerymen showed a greater interest in making good butter. A large number of creamery managers and owners have called for special assistance. A representative of a firm that operates a line of creameries has requested that each factory operator take an active interest in the exhibition work. At the June scoring three buttermakers were present to see their tubs scored and the quality of their butter compared with other exhibits. If more of the buttermakers would avail themselves of this opportunity they would surely find it beneficial.

Nearly every exhibitor furnished a method blank stating the kind and condition of the raw material and how the product was handled by the factory operator.

One of the highest scoring tubs was made from cream skimmed at the farms, one and two days old when delivered, but in good condition.

The cream was heated in the ripener to a temperature of 145 degrees and 14 per cent starter was added after cooling to 70 degrees F. Two and one-half hours later the cream was cooled to 50 and churned four hours later. Three hundred pounds of butter was packed from this churning.

The per cent of water was 13.7 and salt 2. If every creamery in Wisconsin received the kind of cream that is being produced in this neighborhood and every operator did his work as Mr. —, the income from butter alone would increase at least \$2,000,000 annually.

Another factory on June 4th received nearly 2,500 pounds of cream one day old. The buttermaker made the following statement: "Cream must be sweet when delivered to the factory." Ten per cent of starter was added and the cream ripened for eight hours at 62 degrees, then cooled to 54 and held six hours. A shorter ripening period would have been advisable but no harm was done because the score by one of the judges was 96. This factory always makes high quality butter.

Another factory received 6,000 pounds of milk and 7,200 pounds of cream, one to seven days old. The butter-fat in the milk and in a portion of the cream would have made high grade butter, but because some patrons are permitted to deliver a tainted

product held on the farm for one week, butter scoring less than 90 was made.

Tainted cream will not make butter free from taint.

The writer had the privilege of spending a day at a co-operative factory to study its actual condition of operation. The plant was found well equipped, with a good refrigerator, plenty of ice, two cream ripeners, one churn and a starter can. The total number of patrons was 54, and all except two delivered the cream three times per week. The patrons that delivered the cream only twice per week produced a good product. This factory did not employ cream haulers. Individual patrons' delivery was the common practice. A few patrons of one neighborhood had agreed to deliver in turn the cream from all of the farms.

In thoroughly examining the cream delivered by the patrons of this factory it was found that 42 out of the 54 delivered a product that was perfectly sweet and free from foreign taints, the cream from six patrons was slightly sour but free from taint, while the product from four farms was very badly tainted, and if it had been mixed with the cream from the other patrons the flavor of the butter would have been greatly lowered. This factory, out of justice to the dairymen producing a clean-flavored product, could not continue to receive the cream from the four farmers. One of the men whose cream was of a very low grade said: "If this factory cannot use my cream, I know of two creameries that will be glad to get it." This same statement has been made, no doubt, to nearly every buttermaker in Wisconsin, and it is to be regretted that such is the case. Why should one co-operative factory receive cream of low grade that has been refused by the buttermaker of a neighboring creamery? Dairymen will produce good cream when they learn that the tainted product has no market value.

Is every buttermaker doing his part? If the average conditions of the butter that reaches Madison is to be used as a basis on which to pass judgment, the answer is "Yes." Because nearly every exhibit is perfect in body, color and salt. The close inspection given the butter at Madison as to workmanship does not permit butter that is not perfect in color, etc. to pass by unnoticed. Aside from the butter and the statements on the method blanks the judges have no other means by which to grade the buttermaker. All creamerymen are not alike. This can be illustrated by the following example: One factory, operated by Mr. —, received an average score at Madison for some two years of over 95. The trade demanded the output of this factory at a high price.

When the change was made to a new buttermaker, the product did not give satisfaction.

It is impossible to locate the cause for taints that are found in butter by examining it on the trier alone. Possibly the blame that has at times been placed on the producers is a factory fault. The churn, for example, unless perfectly sweet, will impart a taint to the butter. It is an easy matter to keep a churn clean. Two washings of boiling water every day after the churning is completed will do the work. Do not rinse with cold water but allow to drain through the cover openings for 15 minutes, then turn cover up with gate open and allow to stand uncovered until fairly dry. Don't cover the door openings with cheese cloth or other fly screens until some time after the churn has been washed. The writer has seen too many churns that have not been properly cleaned.

The dairy industry in Wisconsin suffers a loss every year because the butter is overheated in transit from the factory to the refrigerator car. Very few buttermakers realize what this means to the commission trade or have any idea what butter is like after it has once been overheated. Every person sending butter to the scoring exhibitions should take a 60-pound tub of butter and place it outside of the creamery for four to eight hours and then return it to the creamery refrigerator and allow it to stand for 10 hours before examination. This object lesson will be convincing and greater care will be exercised in seeing that tubs are covered while being hauled to the market and while on the depot platform awaiting the arrival of the refrigerator car. Overheated butter is not the patrons' fault.

The following is a list of the men who sent butter to the June scoring and received a score of 90 and above and who wish their scores published.

R. S. Anderson, Northland.....	92.23
J. D. Anderson, Spring Valley.....	91.73
C. P. Anderson, Ladysmith.....	93.23
Chester Bishop, Whitewater.....	92.23
Ed. Bolstead, Deerfield.....	92.56
L. L. Bolstead, Basco.....	95.73
J. A. Betthausen, Caloma.....	92.00
Killian Burbart, Green Bay.....	92.80
R. C. Cleaves, Iola.....	93.75
J. Marking, Cross Plains.....	91.75
C. Christensen, Rose Lawn.....	95.75
Walter Christensen, Klevenville.....	92.75
Wm. Carl, Bagley.....	90.00
Ernest Cobb, Sun Prairie.....	91.75
C. Christensen, Amherst Junction.....	92.00
O. Christensen, Nelsonville.....	92.25
W. F. Conway, Troy Center.....	95.00
M. Christopherson, New Franken.....	92.50
Val Dressler, Louisburg.....	92.50
Rudolph Else, Helenville.....	96.25
A. M. Finstad, Albertville.....	92.00
H. E. Griffin, Mt. Horeb.....	92.75
W. F. Gerholz, Mt. Horeb.....	94.25
R. W. Garlick, Neshkoro.....	91.75
G. Humphrey, Oconto.....	92.00

Ole Hanson, Hazel Green.....	92.00
Ben Hofacker, Zenda.....	96.25
Carl Jorgensen, Rose Lawn.....	95.25
H. A. Johnson, Westby.....	92.50
H. C. Koenig, Plain.....	92.25
Paul Kottke, Cedarburg.....	95.25
H. W. Kircher, Fisk.....	93.00
Max Klaff, Fisk.....	92.25
Scott Key, Vesper.....	94.00
H. A. Louis, London.....	94.25
Theo. Lennartz, Frederic.....	91.75
Earl Longteau, Green Bay.....	93.75
P. Kristensen, Cushing.....	95.50
Alex Larson, Durand.....	94.75
F. J. Mathews, Brill.....	92.25
W. A. Moyes, Canzenovia.....	91.75
Joseph Merkle, West Bend.....	91.50
Robert Moberg, Clear Lake.....	92.75
Norman Mayenschein, Hillsboro.....	92.00
Orvin Melsby, Durand.....	92.75
C. Sorensen, Meridean.....	92.00
H. O. Melgaard, Ellsworth.....	91.25
Dan McCoy, Seneca.....	92.25
A. C. Marks, Shennington.....	92.50
A. M. Newman, Black Earth.....	92.50
Harry Nichols, Elkhorn.....	95.50
Frank O'Hearn, Melrose.....	91.00
Arthur Oestrich, Rosendale.....	94.50
Hugh R. Heiney, Whitewater.....	94.25
Hans Pederson, Warren.....	92.00
Olaf Peterson, Larson.....	93.75
Frank D. Packard, Prescott.....	91.75
P. E. Peterson, Hersey.....	93.25
Olaf Larson, Fennimore.....	92.25
L. Peterson, Bonduel.....	93.00
E. G. Rasmussen, Melvina.....	92.75
D. W. Respalje, Waupun, R. No. 22.....	92.00
John Sourer, Clinton.....	95.75
John Schield, Fall Creek.....	92.25
I. Z. Hudson, La Valle, R. No. 1.....	91.75
John Schiller, Peebles.....	93.50
J. Thul, Amery.....	92.50
Ernest E. Walline, Potosi.....	92.00
C. F. Wolzium, Abrams.....	92.00
H. H. Whiting, Johnson Creek.....	96.00
F. M. Werner, Waterloo.....	94.50
Joseph Yager, Waupun.....	91.00
Geo. Young, Menomonee Falls.....	95.00

—Carl E. Lee.

A Minnesota Prize Winner

In the first Minnesota scoring as reported in the June 15th issue of The Creamery Journal A. J. Ruttum, of Hendricks, was given first place in the first district, his score being 95. A score of 96 was the highest given any tub in the entire exhibit. Speaking of his method of manufacturing this product, Mr. Ruttum says:

"The butter I entered in the first Minnesota educational contest was made from hand separated cream from three to four days old. The cream was received in fairly good condition. Some of it was slightly sour but it had a clean flavor. My experience during the six years that I have been connected with the buttermaking business has taught me that one of the most important points in buttermaking is to get good raw material. I think many of us buttermakers would be more successful if we



A. J. Ruttum

would work harder along the line of educating our patrons to take better care of their cream and deliver it often. In many localities this is a hard thing to get the patrons to do, and this is especially true where the farmers are carrying on dairying only as a side line, and where cream stations are located and ready to take any kind of cream it makes it doubly hard. But we can do a whole lot if we only try.

"I pasteurized my cream in a Wizard agitator to 145 degrees and held it at that temperature for 20 minutes, keeping the coils running all the time. I cooled it to 60 degrees and added my starter. I held it at that temperature for three hours and then cooled it to churning temperature, which was 52 degrees, and held it two hours before churning. The butter came in nice shape, and after drawing off the butter-milk I washed it, using wash water at a temperature of 57 degrees. I then distributed my salt as evenly as possible and worked 12 revolutions. I let the butter rest about 10 minutes so as to give the salt time to dissolve, after which I worked it 12 revolutions more. It was then ready to pack and was clean in flavor, and the body was good."

Encouraging Home Industry.

Discussing the matter of patronizing home industry, the Helena (Mont.) Record says: "For a good many years there have been preachments from newspapers, from agricultural experts, from merchants and from other people about what the farmers

of the state should do to supply the Montana market with butter. The farmers have been urged to go into the dairy business, to buy cows, to milk them and to send their cream to the creamery. Communities have been urged to build butter factories, and thus keep hundreds of thousands of dollars in the state that were sent out by the merchants for butter. The farmers have paid heed by buying cows, milking them and producing the cream. Merchants, bankers, business men and farmers have taken the advice to build creameries and they are pretty well scattered over the state. Montana now has the cows on the farms and the creameries in the towns. The other day State Dairy Commissioner Sholes gave out a statement to the effect that Montana is now producing 20,000 pounds of first class butter each day, and that for the next three months the Montana creameries will produce sufficient butter to supply the home demand. What's the answer? The farmers have done their part, the creameries have been built, the butter is being made. Now it is up to the merchants of Montana, in the big and little towns, to get their supplies of butter from the Montana creameries. Cut out the Illinois, the Wisconsin, the Minnesota and the Nebraska creameries and buy from the Montana factories. Most of the merchants of the state are undoubtedly sufficiently patriotic, sufficiently wide-awake to their own best interest, to do this. Some may not be. Hence it is incumbent upon the Montana consumer to demand Montana-made butter and to take no other. If your merchant says he has not got it, tell him to get it. He can do so, and see that he does get it. He will if you are insistent to the extent you should be."

Dairymen Selling Cows.

According to newspaper reports, upwards of 50 cars of milk cows were disposed of recently by farmers and dairymen in Madison and Randolph counties, Illinois, on account of the drouth. F. R. Wolken, of the Jersey Farm Dairy Company, St. Louis, says: "Conditions are deplorable and the farmers could not produce more than 50 per cent of their usual amount of milk no matter if they were paid twice what they ask for their output. They simply have nothing to feed their cows, and the flies are driving the animals crazy. The drouth came on so early that it has killed all the clover hay and the pastures are as bare as the streets. A series of soaking rains would be needed immediately to remedy conditions, and even their effect would not be of much benefit for a few weeks. The corn crop is a failure in most of the counties. It is still early enough to replant if there were some good rains, but replanting with the ground in its present condition is out of the question." It has rained pretty universally since. Let us hope all of Illinois got soaked.

After months of litigation, the affairs of the Poplar Ridge (N. Y.) Creamery Company were finally and satisfactorily adjusted. The creditors of the company accepted a settlement at the rate of 75c on the dollar. This was the proposition submitted some time ago and which a majority of the creditors lately approved.

Ole Nyflot, buttermaker at the Oak Center creamery, near Zumbro Falls, Minn., was seriously injured recently by getting caught in some of the machinery at the plant, one arm being broken and badly mangled. He was taken to the hospital at Red Wing for treatment.

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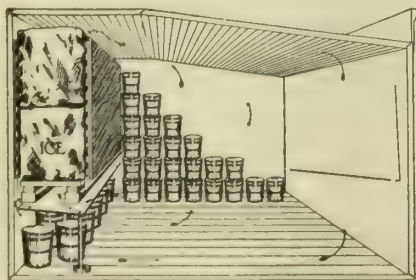
Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

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Floor in Our Cooling Room is Filled With Water Proof Cork. Buy Your Cooler in Sections—You May Wish to Move It Any Time.



Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue

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FOR SALE BY ALL DAIRY SUPPLY HOUSES

A Successful Policy

At the very outset the goal that was set to be accomplished in the making of



was to make it absolutely sanitary, and to give it such a high degree of cleaning efficiency that its use from the economy standpoint might easily be demonstrated in the creamery, the cheese factory and the dairy.

This policy has been steadfast, and a fair test of its successfulness can be found in the number of factorymen who continue to use Wyandotte Dairyman's Cleaner and Cleanser when they have once given it a thorough trial and have discovered how sanitary it is and how little it costs to use. Eighty-five per cent of all butter and cheesemakers are using Wyandotte Dairyman's Cleaner and Cleanser today.

The sanitary purity of Wyandotte Dairyman's Cleaner and Cleanser insures its freedom of use wherever milk is handled, and milk, as you know, is one of the most delicate of foods. Without greases, fats, caustic, lye or other objectionable properties Wyandotte Dairyman's Cleaner and Cleanser makes the utensils perfectly sanitary, and if there is any sourness or staleness to be removed it cleans this away too, consequently providing an ideal sanitary condition for the handling of all dairy products.

Without waiting to have your neighbor tell you how well he likes Wyandotte Dairyman's Cleaner and Cleanser, order a keg or barrel from your supply dealer. All claims are guaranteed and a thorough trial will assure you of its sanitariness and its economy.

Indian in Circle



In Every Package

THE J. B. FORD CO., Sole Mfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

Minnesota Buttermaker Killed

Leon H. Kuhlman, for 17 years butter-maker for the Gaylord Farmers' Co-operative Creamery Association, at Gaylord, Minn., met death in a fatal accident while working in the creamery Saturday evening, June 13th, shortly after 6 o'clock. According to J. Mueffelmann, secretary of the association, who was in the creamery at the time, the accident occurred in the following manner:

The day had been an unusually busy one for him, for, with the large amount of milk and cream marketed to take care of, and the installation of a new churn, kept him much later than usual. The new churn had been put in place and he was on a ladder fixing the belting, while the engine was running, when the belt on the pump jack, being off, doubled up on the main pulley and, revolving at full speed, struck him and knocked him from the ladder onto the cement floor, landing on his head in his backward fall, and his skull was fractured. An auto was immediately rushed to the scene and he was taken to the hospital, where he lay in an unconscious condition until 4 o'clock Sunday morning, when he breathed his last, never gaining consciousness after the accident.

The Gaylord Hub, in a very sympathetic report of Mr. Kuhlman's death, showing the esteem in which he was held in the community in which he lived so long, says:

"Leon H. Kuhlman was born at New Bremen, Ohio, on October 13, 1863, his age being 50 years and 7 months. In leaving the old home, he spent five years at the butter-making trade in Iowa and one and a half years at the harness business in Nebraska, before coming to this county. He first came to Arlington in 1886 and worked at the harness trade for two months and then came to this place, which has been his home practically ever since. He entered the employ of H. F. Thoele & Son, who were conducting a creamery at that time and worked with them until 1897, when he was engaged by the Farmers' Co-operative Creamery Company. He has been in this position continually with the exception of about seven months, when he moved to Plato.

"His marriage to Miss Abbie Linn occurred the year after he located here, at Beaver City, Neb., on August 7th, 1887. He is mourned by his wife and daughter, Edith, a sister, Mrs. Laura Peters, of Rossburg, Ohio, and stepmother, Mrs. Maud Kuhlman Havens, of Santa Anna, Cal., and a host of admiring friends and acquaintances here and elsewhere.

"Mr. Kuhlman was honored and respected

by everyone who knew him. He was a faithful workman and had won the esteem of everyone who had dealings with him, and was a true friend. His worth was fully attested to by the large gathering at the last rites held Tuesday and by the many pretty floral offerings contributed as token to his memory. The deceased was also a good citizen and always took great interest in every move for the betterment of the community in general. He will be missed by his many friends, but more especially by the wife and daughter, to whom he was a loving and kind husband and father.

"Mr. Kuhlman had taken great interest in fraternal circles, as well as in the Congregational church, being a charter member of this organization and devoted much of his time in its interest. He was a charter member of the I. O. O. F., the M. B. A. and Rebekah orders, and had filled important positions in these orders with credit during the years of his service to them."

Inspection of Dairy Farms.

A rather new method of stirring up interest in dairy farm operations has been suggested by Gordon W. Randlett, superintendent of farmer's institutes, Agricultural College, North Dakota. They have gotten out some very attractive advertising of a meeting to be held June 30th and July 1st at New Salem, N. D., the purpose of this meeting being to make an inspection personally of the farms in that vicinity. This farm inspection has been arranged for those who may be interested in learning how the New Salem farmers have made a success of dairying and thereby made this section one of the most prosperous communities of the state. The plan is to provide automobile service so that the various farms in that community may be visited and ample time given to inspect these farms, the dairy herds, the barns, silos, pastures, etc. Lectures are to be given on different phases of dairying at various times during the two days by men familiar with that section and its possibilities.

Butter Merchant's Warning.

The following views of D. E. Peterson, of D. E. Peterson Company, Philadelphia merchants, will be interesting to readers of The Creamery Journal:

"To be in the butter business at the distributing point has in the past few years been very interesting, but this season tops them all. It is interesting to a degree, and the writer could not restrain himself from

giving a few facts of the true conditions. "Contrary to all good judgment and expectations, the butter market has steadily advanced until it has reached the same dangerous point that it did last year. That is not sufficient, but I firmly believe that every receiver has found the same experience that the writer has, and that is too much moisture in the butter, some of the finest creamery coming in with the water running out of it like a sponge. Mould is also appearing, although it has not shown up to any great extent as yet, but we are having the start and the writer believes it good policy to put out the warning flag before it is too late.

"What a buttermaker's object can be in incorporating a lot of water in his butter has always been beyond the writer's understanding, and if the creamery would give more credit to the result of price received than overrun I don't believe it would be done. Some of these days there will be a wholesale inspection made by the federal inspectors, and it will not look well unless this fault is remedied."

Frevert For Work in West.

J. E. Dorman, of the local office of the United States Department of Agriculture, Bureau of Animal Industry, 318 Federal building, Salt Lake City, Utah, advises The Creamery Journal that Professor G. E. Frevert has just been appointed as creamery expert in the western office of the Federal Dairy Division at Salt Lake City, succeeding G. M. Lambert, who resigned recently to go into the milk and creamery business at Newton, Iowa. Prof. Frevert has been in charge of dairy manufacturing at the University of Idaho for the past three years, and is the author of several bulletins relating to the manufacture of butter, these having been prepared while at the University of Idaho. Previous to going to Idaho he was employed by the United States Dairy Division as creamery expert in Kansas, and is, in addition, a practical buttermaker. His field of operation will be in the territory covered by the western office of the dairy division and will consist of personal work with the individual creameries.

The Mason City Contest.

S. B. Nichols, who has for so many years been superintendent of the Central Dairy States Butter Contest, which is held annually in connection with the Mason City, Iowa, fair, and who, naturally, will have charge of this event again this year, advises us that the buttermakers' day will be August 20th, and that the fair will be held from August 17th to 21st inclusive. As is probably generally known, the competition in this contest is open to all. Charles H. Barber, Mason City, Iowa, is secretary of the North Iowa Fair and will be glad to give further particulars, as will also Mr. Nichols. This event is participated in by many of the leading buttermakers in Iowa, Minnesota and surrounding states and grows in importance and usefulness with the years.

Lightning struck the exhaust pipe at the creamery in Elgin, Minn., during a recent thunder storm, and the buttermaker, Ed. Larson, and Will Dobrinz, who were in the creamery, were knocked to the floor, but neither suffered any from their experience.

A shipment of butter totaling 6,000 pounds was recently made from Grand Forks, N. D. This is said to have been the largest single shipment to leave that point.

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HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

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References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

The Harder you Hit 'Er The Higher she goes!

**Summer—90° in the Shade—Circus Day
Taking a Day Off—Trying Out Your Muscle
Pretty fine to think of the good old summer time, isn't it?**

YES SIR, summer is coming and don't you forget that when summer comes it is going to bring with it, with all its good times, some pretty difficult problems for the butter-maker to handle.

Summer time is not vacation time for the bad bacteria, the off-flavor kind that cut the butter scores down. You want to be prepared to hit 'em and hit 'em hard.

In other words, you want to have B-K on hand. Let B-K take care of the bad bacteria—you take care of the business and make the butter.

What you are after is ringing the bell.

Get a big maul and put your back and arms into making a butter score that will ring the bell.

The commission man is ready with the dough. He's as square as a die. He pays you to deliver the goods.

Send to your creamery supply man. They all handle B-K.

Tell him to express you a five-gallon demijohn at once.

Then you begin using it in every part of your plant wherever there is need of a germ destroyer to kill the bad bacteria that cause so great a loss of money.

If you would like to have our book "Better Milk," which gives a lot of valuable information about the dairy and creamery business, send for it today. It's free.

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TO HEAR FROM EVERY BUTTERMAKER.

We want you to put up all your sanitation problems to us. Do you have a churn that simply won't keep clean? Write us.

Do you have customers whose cans are always foul?

Do you want to know the most economical and effective way of washing cans?

You ought to see results that B-K will give you. It will startle you. You won't believe it at first, but you will have to believe in spite of yourself.

Write for special information on can washing.

Better write today for summer is coming when you won't have time to do anything but hustle.

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Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

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and a Square Deal

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Sam Haugdahl, St. Peter, Minn.,
Western Representative

Great Lakes Boat Refrigeration

BUTTER TO EASTERN MARKETS

As reported previously in The Creamery Journal, steamships moving from Duluth east are now equipped with refrigeration and have made their "maiden trips" with dairy products under refrigeration. At present three boats are provided with refrigeration—the Rochester, the Tionesta, the Northern Wave. The Rochester made the first trip, carrying 10 cars of dairy products. The boats will leave Duluth each week hereafter for Buffalo. The round trip is understood to occupy about 10 days. Each steamer has a refrigerated storage capacity of 25 cars of eggs or 20 cars of butter.

B. M. Ruse, sales manager of the Bridgeman-Russell Company, of Duluth, says: "We cannot say how gratified we feel over the way the service is working out. It is perfect, and it is now up to the shippers of the northwest to take advantage of it. The rapidity of the service is shown in the fact that delivery at Buffalo is made on the fourth morning after clearing from here. Last week, for example, we shipped a car of eggs all-rail that we were unable to get away on the boat, and it did not arrive there till two days later, although forwarded on the same day. We are now able to land produce at Boston in six days, whereas before eight days were required. Our goods, furthermore, are arriving at their destinations in perfect condition, attributable to the maintenance of an even temperature of 35 degrees on the steamers as against between 50 and 55 degrees on the refrigerator cars."

Further information as to the present status of the lake refrigeration service for dairy and poultry products between Duluth and Buffalo is contained in an article in the Dairy Record, which summarizes the results of an investigation by J. A. Vye, specialist in co-operative marketing of dairy products, Office of Markets, United States Department of Agriculture, Prof. T. L. Haecker, of University of Minnesota, and Mads Sondergaard of the Federal Dairy Division. The investigators found the Tionesta and Rochester well equipped, and it is stated that the temperature in the box of the latter boat during the first trip was held at 33 degrees Fahrenheit. On this trip butter and eggs were delivered at destination in three one-half days from Duluth, while by the all rail route it is claimed six one-half days would have been required and the shipments would not have been as well refrigerated. Pre-cooled refrigerator cars meet the boats at Erie and Buffalo. It is stated that the rates on butter and eggs from points in northern Minnesota and North Dakota via the lake and rail route to New York and other eastern points are considerably lower than the all rail route, ranging from 45c per 100 pounds down, according to location, and that butter may be shipped from Omaha, Neb., via the lake and rail route at a saving of 1c per 100 pounds in freight charges.

Regarding the drawbacks in the new service the article says:

"The transfer arrangements at Duluth from the cars to the boats are not yet the very best, although they probably will be improved as experience will suggest. They are handled by a local cold storage house which makes a nominal charge for this service, and which is anxious to co-operate with the creameries in perfecting it.

"At present no shipment of less than 15,-

000 pounds consigned to one receiver in the east is accepted by the boats. It is claimed that this restriction in the order of the Interstate Commerce Commission is due to the eastern roads which own the boat lines. The minimum practically amounts to a lower rate for carload shipments of butter to New York than for less than carloads. It may be possible for the co-operative creameries to get around this restriction by making arrangements to consign to one receiver, but this would at best be a make-shift. The Duluth creamery interests, it is understood, are as anxious as the co-operative creameries to have this minimum restriction removed and would join with them in a protest to the Interstate Commerce Commission.

"Butter and eggs from interior points via the lake and rail route cannot be billed through to destination, but must be re-billed at Duluth. In other words, no through-bill of lading on shipments via this route can be secured, hence there is no bill of lading to draw on by the creamery shipping over this route. This is a serious drawback that can be removed only by action of the Interstate Commerce Commission. However, it may be possible to make satisfactory arrangements with the cold storage house at Duluth for the present.

"Furthermore, only three boats are equipped to carry dairy products, one of them only a passenger boat running on a regular schedule during the tourist season. This makes the time of departure of the boats from Duluth rather uncertain, resulting in no boats at all part of the time and in bunching of the boats at other times, as today (June 12th) when both the Tionesta and the Rochester leave. This in turn means that butter and egg shipments must be held in storage in Duluth for a shorter or longer period awaiting the arrival of the boats. Proper storage facilities, it is claimed, should be provided by the railroad and steamboat companies, but they are not, and this service is now performed by the local cold storage house in connection with the transferring of the shipments from the cars to the boats, and the shipper must pay for it.

"The visitors found that the first steps in organizing cheap and efficient transportation to the east via the Great Lakes have been made; that the lake rates are so low that the co-operative creameries cannot afford not to take advantage of them; that apparently the eastern roads have thrown as many handicaps as possible in the way of a general movement of dairy products via the lakes instead of via the all rail routes; that a large movement of butter over the lakes with the facilities at hand this summer is very desirable as it will show the Interstate Commerce Commission the need of more boats and better arrangements all around, and that the drawbacks mentioned in the foregoing paragraphs may all be overcome by concerted action of the creameries in the northern part of the state.

"It has been figured out the difference in freight rates over the lake and rail route and the all rail routes amounts to over \$100,000 a season on the butter from the territory that naturally should take advantage of the new route, but this saving can be effected only by the creameries getting together and making their demands heard by the Interstate Commerce Commission.

"J. R. Morley, president and general manager of the Minnesota Co-operative Dairies' Association, has also been in Duluth making arrangements with the local cold storage house to act as an agency for the association in consolidating the ship-

ments of butter from the creameries of the association in the northern part of the state to the east via the lakes. In this manner it will be possible for the association to save to many of its members about $\frac{1}{4}$ c per pound of butter."

Kansas Plans for Better Butter

CREAMERYMEN WILL CO-OPERATE

Eighty men, representing three-fourths of the creamery interests of Kansas, met at the Hotel Baltimore, Kansas City, recently, and pledged themselves to assist the state dairy commissioner in saving for the dairymen of Kansas \$1,000,000 a year.

The entire day was spent in discussing with Commissioner George S. Hines the new grading system which he had suggested. There was not a dissenting voice.

"The commissioner said that we were to put in the grading system and that's all there is to it—he's boss," explained one of the creamerymen, with a laugh, "and I guess it's a good thing."

Previous to the meeting, the creamerymen had generally agreed to the grading system.

"The object of that system," said Mr. Hines, "is primarily not to save anybody money, but to improve the butter output of Kansas. That means more money for everybody in the long run."

There were some very plain statements in a bulletin sent out by Mr. Hines to the creamerymen before the meeting. Here is one of them:

"It is impossible to make first grade butter from second grade cream. The most modern equipment and the most efficient men obtainable are both to be found developed to the highest point in our Kansas creameries. Nevertheless, it is impossible for these experts with this equipment to produce a high grade product from poor cream. It is this high development of our creameries which is largely responsible for the recognition our butter receives today on the large markets where it must be sold in competition with butter from Minnesota and Wisconsin. The butter from these states is made from cream delivered to the factory in far better condition than is our Kansas product.

"Under our present system," Mr. Hines pointed out, "the man who brings in a poor grade of cream gets just as much for it as does the man who brings in the best. Yet in the price of the butter made from low grade cream and that made from the best there is a difference of from 5 to 11½c. This loss ultimately comes back upon the producer. The grading system will shut out the man who produces bad cream, and it will give the men who produce good cream the benefit of their work. In the end it will mean only high grade cream and a general improvement of dairy conditions in Kansas."

During the first month of the new grading, no difference will be made in the price of cream. If the grading is proved practical there will be a 3c difference between the price of first and second grade cream. After that no third grade cream will be accepted. The test was to begin June 15th.

First grade cream will be that clean, smooth and free from all undesirable odors, and sweet or only slightly sour. Second grade cream will be that which is too sour to grade as first and which has an unpleasant odor to a slight degree. Third grade cream will be that which is old, rancid or unclean. It will be rejected.

"More than \$1,000,000 a year is being lost because of the sale of inferior cream by Kansas dairies," said Mr. Hines. "We're going to put a stop to this practice and bring the dairy business in Kansas up to the level of the best."

Harmony Creamery Company.

The Harmony Creamery Company, of 407 Liberty avenue, Pittsburg, Pa., announces that the last of the company's six up-to-date sanitary creameries has been completed. The firm manufactures its own blue ribbon brand and Gallia brand of salted and unsalted butter. The business was started 20 years ago on a small scale by B. F. Otto, who is now president of the company. Mr. Otto has lived in Harmony during the greater part of his life, and it was for his home town that the Harmony Creamery Company was named. The business grew rapidly from the start, and 10 years ago the first creamery was opened by the company at Newton Falls, Ohio. Since then five other creameries have been opened. The company now has over 65 employees and conducts a business which is exclusively wholesale, carloads of various products being handled each day. Over a million dollars' worth of business is transacted each year. This business centers in Pittsburg and extends throughout western Pennsylvania, West Virginia and Ohio. The present officers of the company are: R. A. Otto, first vice-president; T. P. Otto, second vice-president; C. H. Douglas, secretary and treasurer; G. F. Otto, assistant treasurer.

New Tennessee Creamery.

What is to be known as the Hamblen County Creamery Company has filed articles of incorporation at Morristown, Tenn., with a capital stock of \$6,000. The organization of the new industry was completed at a meeting of the directors, when the following officers were elected: W. H. Mullins, president; George S. Hale Jr., vice-president; J. N. Fisher, secretary and treasurer; R. F. Hopkins, manager. The directors are J. N. Fisher, W. H. Mullins, George S. Hale Jr., R. F. Hopkins and J. B. Neill. A lot has been purchased on Second South street and the erection of a 42 by 55 frame building will be begun at once.

All the latest improved machinery for the manufacture of butter and ice cream will be installed and the directors hope to have the industry in operation within 90 days' time. R. F. Hopkins comes to Morristown from Sweetwater, where he has successfully owned and conducted a thoroughly up-to-date creamery for some time.

Professor M. Mortensen, professor of dairying at the Iowa State College, Ames, is spending his summer vacation in Europe. The work in the office in his absence is in charge of B. W. Hammer, associate professor.

Swift & Co.'s creamery at Hutchinson, Kan., claims to be receiving cream from upwards of 200 stations.

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References—Irving National Exchange Bank; Dunn & Bradstreet.

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References: Irving National Bank, N. Y.

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References: Corn Exchange
National Bank, Philadelphia;
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References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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THE MARKETS

CHICAGO.

Receipts Falling Off—Quality Poor—Canadian Butter Prominent.

[By The Creamery Journal Staff Correspondent.]

When all the various angles of the butter market have been taken into consideration, it is apparent that the situation shows some improvement over that of two weeks ago. Beyond any question, the price of butter is too high. If prices were lower there would be more trade, and the general situation would be much better on the whole. The buyers simply will not buy in a liberal manner at the present prices, and the word all along the line when it comes to placing orders is to lie low and wait for a declining market.

Receipts in this market are not by any means as heavy as they were. The make in a number of sections does not seem to have been as strong as earlier indications denoted. Certain parts of the country which in former years have been heavy shippers to this market in the summer time are now sending little or no butter to the market.

One of the features of the trade during the past month has been the large amount of Canadian butter coming into this market. Canadian butter has never cut much of a figure here, and the fact that there should be arrivals at a time when the market is in such a stagnant condition has caused a considerable amount of surprise among local receivers. The fact seems to be that the make in the lower provinces of Canada has been so large that creameries are ready to ship at any price.

Most of the butter which has been coming to the local market during the past two weeks has been of an inferior grade. In spite of what a number of bulls on the street have tried to tell the writer, there is a good market and buyers waiting just outside the door for all the good butter which comes. However, the trouble lies in the fact that little good butter is coming. Not long ago a petition was circulated among the members of the Butter and Egg Board calling for the elimination of extras on call, which has come to be one the great indoor sports on the board. The thing had been carried too far, as it was possible, in view of the small amount of extra butter coming to the market, to "make" the price by buying up in comparatively small lots. Most of the large wholesale dealers grew weary of this practice and for that reason they were glad to sign the petition when it was placed before them. However, when

the petition was placed before the board for action, several of the wiser heads arose and made speeches to the effect that the passage of such measure would be seized upon by the federal authorities as meat for the prosecution of the organization as a conspiracy in restraint of trade. Many of the members had not thought of the case in this light, and so apparent was the danger that many of them who had signed the petition voted against the measure when the poll was called. As a result the elimination of extras on call on the Butter and Egg Board was defeated by a heavy vote.

From some source or other—just where is hard to determine—an agitation is being made for the establishment of a municipal market, which will handle butter, cheese, eggs, poultry and other staple articles of produce. The market proposed will follow the outlines of the one which was established in Indianapolis, Ind., and a few years ago under the regime of Mayor Lew Shank, and which was in the end a most signal failure. Egged on by a number of local newspapers, which want something to "play up" because news is scarce at this time of the year. Two years ago, such an effort was made in this city, and a number of club women sold butter and eggs from rooms rented in the Hearst building, in the loop district. For a time it seemed that the project was destined to go along in fine shape and work out the ultimate elimination of the middleman. However, it died a natural death in the end, after the club ladies got tired of buying goods and selling them at cost to an ungrateful public. However, if the municipality takes hold of the proposition, there is little doubt but that serious harm may be worked to those commission men who depend upon a local consumption to take most of their produce. No doubt experienced commission men who are acquainted among the shippers will be hired, and this will be a very different thing from the efforts of the club ladies when they tried to reduce the cost of living and eliminate the middleman two years ago. In the city, where the cost of the necessities of life is high all the year around, there is a constant agitation for a reduction of the cost of living which can hardly be understood by the man who lives in the country. Not many weeks ago a report was made by the Municipal Markets Commission, an organization appointed by the council to investigate the high cost of living. In that report South Water street was blamed for the present situation, and a recommendation was made for the establishment of a central municipal market, with branches located in various parts of the

city. No action has thus far been taken by the council on the report of the committee.

Local oleomargarine manufacturers received another heavy blow from the good right arm of Uncle Sam last week when the attitude of Secretary of the Treasury William G. McAdoo became known. W. H. Osborn, commissioner of internal revenue for this district, wrote to Mr. McAdoo for instructions as to how to proceed in the government case against John Dadie, manager of W. J. Moxley & Co., who are accused of tax frauds in the marketing of their product. Almost by return mail came back the answer from Mr. McAdoo, "Enforce the law.—McAdoo." Mr. Osborn declares that he is going to follow instructions to the letter. The last official act of Franklin MacVeagh, who preceded Mr. McAdoo as secretary of the treasury, was to offer a compromise of the oleo fraud cases which were then before the court. By paying \$101,000 for back taxes which are alleged to have been more than \$1,200,000, the oleo men were allowed to go free. John F. Jelke, president of the John F. Jelke Co., oleo manufacturers, was recently convicted in this city along with seven associates, and they were sentenced to serve prison terms and pay fines aggregating to a considerable amount. That case is now in the Illinois Circuit Court of Appeals. The charges against Mr. Dadie and his associates are similar to those upon which Mr. Jelke and his associates were convicted, and there is fear on the part of the former gentlemen that the recent case will have a strong influence against them when it is used as a precedent.

Butter men are interested in the plans which were announced in The Creamery Journal some time ago for the establishment of a branch commission market on the south side of the city. It can be said that these plans are now pushing ahead, and that it is probable that the market will be ready to open for business about October 1st. This will make three great market sections, as the city already has two distinct sections in the South Water street and the West Randolph street markets. According to the plans the proposed new market is to be located at Wallace and 63d streets on the south side of the city, in a district known as Englewood. The point is seven miles distant from the South Water and West Randolph street markets. The Chicago Wholesale Produce Co., as the new venture will be called, will be a co-operative market, housed in a single monster building of concrete and steel. Fifty-four jobbers can be accommodated. The company will be managed by a board of directors selected annually by the stockholders. The stockholders themselves are composed of commission merchants, grocers and shippers. An effort will be made to prevent too much stock from falling into the hands of any particular branch of the business, as it is the plan to make the market on a pure co-operative basis. The main emphasis will be placed upon butter, cheese, eggs, and poultry, as being staples in the produce trade. Potatoes will also be handled in large quantities. The proposed plant will be 475 feet by 90 feet in dimensions, and will connect with the Belt line railroad, which is the name applied to the semi-circular band of railroad which half surrounds the city on the west, north and south. To have connection with the Belt railroad means to have connection with all the railroads entering the city. The tracks will run in on the second floor of the produce building. Negotiations have already been started with shippers, as the company expects to do a heavy carlot bus-

iness, and is getting lines out among the shippers early. South side retailers are much pleased with the plan and hope that the new market will be able to deliver the goods in such strong fashion that they will be able to eliminate the long drive down town to the South Water and West Randolph street markets. The new market expects to draw a heavy trade from the suburbs further to the south, including South Chicago, West Pullman and Hammond. The new market will have the beneficial effect of making prices lower on the south side, which is much to be desired as they have become almost prohibitive, owing in part at least to the necessity of figuring the expense of the long drive to the markets down town into the selling cost.

J. J. Hurlbert, who shocked South Water street several weeks ago by announcing in the newspapers that he intended to sell butter and eggs directly to the consumer by mail, was in the city last week giving accounts of his experiences to his friends in the produce business here. Mr. Hurlbert is conducting the business more as an experiment than because he hopes to make a great amount of money. He advertises his goods in the local newspapers as follows: Five dozen eggs, \$1.25; six dozen, \$1.50; 12 dozen, \$2.88; 30 dozen, \$6.90. He also advertises a combination package of four dozen eggs and three pounds of butter, \$4.90; and five dozen eggs and three pounds of butter, \$2.15.

At a recent meeting of the S. Love Kelly Co., John L. Van Neste was elected vice-president of the company, succeeding Andrew Erickson. S. Love Kelly was re-elected president and W. W. Sherman was re-elected secretary. With the election of the new vice-president increased capital has been interested, and all indications are that the firm of S. Love Kelly is destined to forge ahead and become one of the top-notchers in this market.

Meyer Eichengreen, prominent butter receiver, is one of the busiest men on the street these days. His attention is given most of the time to watching the butter market, for that is one of the chief amusements on the street these days. It seems to be for the most part a case of watching rather than of taking action. Until the market comes down a notch or two, according to Mr. Eichengreen there will be little butter moving. Outside buyers in the market at the present time are few. They are interested in seconds for the most part. Mr. Eichengreen does not give all of his time to business, however. He is up early two or three mornings out of the week to practice on the Jackson Park golf links, for Meyer is quite a man with the tee, and expects to make things warm for his competitors in the grand tournament which will be held next fall on the Windsor Park links, and to the winner of which the annual silver loving cup prize, now held by Horace Lepman, will be given.

F. C. Nohr, of Turner, Nohr & Co., butter and egg dealers, talked at some length with the writer last week over the local butter situation. Few men in the local market are better informed than Mr. Nohr.

"When I use the word 'sick' to describe the local butter market," said Mr. Nohr, "I think I am about hitting the nail on the head. It describes the general tone in an excellent manner. For one thing we are too well loaded with storage butter. This week about the only demand has been for seconds at 21c. Plenty of firsts are being offered at 22@22½c, and extras at 26½c. Both of these prices are a notch or two higher than the buyers want to pay, and they are keeping low as a result. Turner, Nohr & Co. have been very busy during

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BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

the past week on consignments which have been coming strong from all parts of the country. In fact it is not necessary for them to make cash offers to shippers as they have all they can attend to without taking extra business in this manner.

John Low, of Wayne & Low, came out strong last week in an attack on politicians who cry for the elimination of the middleman because they believe they are harping upon a popular issue. "I can see how the politicians figure in this matter," said Mr. Low, "for they know that the majority of the people believe that they are being robbed. Strictly speaking this is not the case. The trouble lies in the fact that the people are reluctant to pay for what they get in the way of food supply. They live in cities where everything is brought right to their door, and they do not question how or why or anything else in regard to the toil necessary to bring it to them. They cry for the elimination of the middleman without knowing what they are saying. Why, if we middlemen were eliminated people in this great city would starve to death in no time at all. The politicians would do better, by the Great Horn Spoon, if they would tell the people something about the work which is necessary to bring all these good things to the city. If they understood more along this line they would see at once that the middleman is necessary and that in proportion to the valuable work which he does for society in general he is really poorly paid."

NEW YORK.

About One-half Receipts Going Into Storage—Flush Is Over.

[By The Creamery Journal Staff Correspondent.]

June will close with the butter market likely 27@27½c on extras which, with only

a few changes during the month, were the prevailing prices all through June. At one time prices got as high as 28c, but for a little while it was possible to buy June extras at 26½c which was the lowest price realized on June 8th when the quotations were 26¼@26¾c. Most of the time quotations were around 27@27½c, which will be about the average for the month. This made June butter cost owners about 28c or more into the coolers so that this year's make has been put away at uniformly high prices. Last year June closed with extras at 26½c, although prices earlier in the month started at 28¼@28½c.

Because of the unsettled financial condition which is apparent in all industries in the east as well as in the west, most receivers are trying to turn their current receipts into cash as soon as possible and are storing only the surplus, but in spite of this disposition perhaps one-half of the butter is going into cold storage. While receivers as an aggregate are putting away a large quantity, the principal storage operations are confined to meat trust interests and a few speculators. As a rule, however, the butter deal has been so uncertain that those who ordinarily store on speculation are doing much less this year than common. All during June meat packers have been heavy purchasers of June extras at producing points and their activity has forced up the market to its present level and it has resulted into paying unusually high premiums. There is evidence in the invoices and letters from the western producers that the meat trust is not as active now as it was a little while ago in its campaign for butter and premiums are being reduced. Swift and other large meat interests are not taking the output of some of the western creameries as freely as formerly and this is showing its ef-

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fect in larger supplies with the old line receivers. As long as creameries can get top notch prices from the meat packers they give them their business, but now that there is less of an outlet there they are switching back to their old outlets.

After June is passed lower prices will most likely rule. This condition will be caused by the falling off in the demand for storage butter and in the general decline in quality which is always apparent so late in the season. There has been a good deal of warm weather in the west and the quality from now will deteriorate.

Receipts last week show that the flush has been passed as they total 78,335 packages against 80,953 for the week preceding. This brings the receipts from May 1st to June 27th to 549,192 packages, or a slight gain over 1913, when 539,888 packages were received.

Representatives of makers of foreign butter are active in lining up business for fall and winter. This is particularly true to those representing Danish and Russian creameries. So far there has been little interest in foreign butter principally because foreigners insist on getting their money before the butter leaves their country. Receivers had a little experience in this line and they believe that the American system of drawing drafts is a risk and that it is unwise to buy a pig in a poke as would be the case with the foreign butter. Some of the large receivers have come out with the decided stand against foreign butter generally and many of them are advertising that they handle only American eggs and butter. In addition to the financial uncertainty foreign butter has not appealed to American operators because the prices have not showed enough leeway to attract speculators. Danish butter compares very favorably with the best makes from the American creameries and this butter would take well with the average butter in New York but Danish creamery representatives are not willing to talk of anything less than 27½c New York. This puts the butter on a par with American stock as to prices, but most houses prefer the latter as they know they will have less trouble in selling it than they would foreign butter, and the American buyer prefers the American product. Representatives of other butter sections have been less active in their campaign for business than the Danish and Russian exporters.

In spite of the general reluctance to store, the private boxes in New York are pretty well filled up. Some of them are even full. It is estimated that the warehouses in the Metropolitan district will show an excess of 15,000 packages at the end of June.

There has been a tendency during the past week or more toward an accumulation in the ordinary lines of butter. Dealers

have made concession as to price but even then it was impossible to keep the stores entirely clean. Firsts and seconds have dragged for sometime and even at prevailing quotations the market is rather stagnant. The best lines of process have been steady to firm and ladles also have been in good request. This also applies to packing stock which has been firm with receipts moderate.

BOSTON.**Market Healthy and Very Satisfactory—
Outlook Quite Encouraging.**

[By The Creamery Journal Staff Correspondent.]

The butter market is in a fairly healthy condition. There is considerable complaint on the part of large dealers who are putting their surplus receipts into cold storage because they think their butter is costing too much in the country, but as they have contracted for certain makes at a premium above the current quotations, they have themselves mostly to blame. Apart from this feeling, there is a good consumptive movement, and the mass of the people are getting supplies of delicious June creamery at comparatively reasonable prices. The season has been backward and receipts since the first of May are still smaller than last year for same time, but they show a material increase the past two weeks and may soon be about equal to a year ago. The stock that was carried over from last season is all used up and the accumulations in cold storage warehouses consist mainly of this season's output.

The range of prices for extra creamery the past two weeks has been from 27@28c. For a few days a week ago there was quite a speculative spurt, and receivers obtained 28c for all the fine creamery they had to offer. In some instances 28½c was paid for special brands, but this did not hold out long, and for a week past 27½c has been a full wholesale price, and a few consignments that had to be sold did not bring over 27c. Persons who want butter to put away, consider 27c enough to pay, and under influence of heavy receipts this may soon become the ruling price for the average extra creamery in the open market. At present, no full scoring extra can be bought under 27½c.

Fresh arrivals coming under the grade of firsts are meeting with a pretty good sale at 25½@26½c, and are going steadily into consumption, retailers being able to cut out these goods at a moderate price and secure some profit. Seconds are in fair demand at 23@24c, and thirds at 21@22c. Ladles are quiet at 19½@20c. Renovated in moderate demand at 22c. Very little packing stock is offered here. All grades under good firsts find only a moderate sale, and receivers when there is a tendency to accumulation, have to force sales at concessions. But on all the higher grades the market maintains a firm tone, and when current rates cannot be readily disposed of they are sent to cold storage.

The reason that there is a tone of complaint among receivers as stated above, is because they are apprehensive of increased supplies coming from foreign places. There is a good deal of talk about English shippers offering to send high grade Siberian and New Zealand butter here in the fall at a price which would have an influence to keep our cold storage stock comparatively low, or low enough to deprive holders of any margin of profit. Here is where the real trouble is likely to come in. It checks operations by speculators and imparts a rather tame tone to the general market. Were it not for this, large and small dealers would be more willing to buy for future use. Western shippers must see the logic

of this feeling, and cannot blame our dealers for being cautious operators above a certain price, especially when they remember that a good deal of money was lost on last year's deals. Therefore we don't look for much higher prices during the next few weeks, or until the output of the creameries begins to fall off.

Statistically we consider the butter situation satisfactory and think that receivers are inclined to borrow trouble. Of course it is natural that a burnt child will dread the fire, but we think they are a little too cautious. Still this is their business, and we give facts as they appear at present.

Since the first of May receipts of butter at Boston up to June 23d, amounted to 17,700,000 pounds against 18,800,000 pounds for same time last year, a decrease for this year of a little over 1,000,000 pounds. This is not much of a loss, considering that the season has been a week or two backward, and that we had a liberal supply on hand from last season. Whether or not we shall make up this deficiency during the coming two or three weeks is matter of doubt.

The stock of butter in cold storage in Boston on June 20th, amounted to 112,927 packages against 117,933 packages, a difference of only 5,006 packages in favor of last year. This indicates that the stock gained upwards of 4,000 packages during the past two weeks more than for same time last year. The gain in receipts was larger than the increase in stock, and the inference is that the consumption this year is running ahead of a year ago.

When we analyze these figures we are impressed with the conviction that the outlook for butter here is quite encouraging, notwithstanding the pessimistic view of some dealers.

PHILADELPHIA.**Condition Unchanged—Prices Steady—
Little Speculation.**

[By The Creamery Journal Staff Correspondent.]

The conditions of the market are practically the same as when the previous issue of The Journal went to press. On the 15th, acting on outside advices, fancy specials climbed to 30c and extra to 28c, but some weakness developing with this advance, the butter board, on the 18th, lowered quotations ½c on the two top grades in the hope of stimulating trade; however, up to the present time of writing, the market is quite inactive though prices are held steady.

With the heavy make in the west, the receipts of solid packed creamery have been liberal, but the excessive hot weather has damaged them considerably. Some of the pet brands which are looked to be up to the standard of quality, have shown the effects of heat and had to be put in a lower class to find an outlet, and the bulk of the arrivals from nearby points have been sour and more or less unattractive and could only be disposed of by accepting buyers' terms.

There has been a fair jobbing trade on high grade goods, but at the present ruling prices, 27@30c for the qualities the speculative operator considers, he is unwilling to take hold, so little or nothing is going into the refrigerator on speculation and the result is that much has been put away on the owner's account.

Receivers are showing some anxiety on account of the present accumulations of firsts and seconds, and with the receipts, recorded June 1, 1914, nearly 8,000,000 pounds more than those at the same period last year, and the buyer disposed to take only enough to satisfy his present needs, there is already much more of the medium

Make It Look Like "Extras"

(Quotation:—From N. Y. Produce Review and American Creamery, June 10, 1914.)

"In my daily rounds of the butter stores I am often struck with the number of little things that come up in the course of trade, many of which have more or less influence on the sale of the goods.

"I am inclined to think that each year buyers become more exacting, and they now frequently object to things that were thought little of a few years ago.

"APPEARANCE OF THE TUBS, outside and inside, counts very much, and every buttermaker should do all in his power **TO MAKE EACH SHIPMENT JUST AS ATTRACTIVE AS POSSIBLE."**

If butter scores in the "Extras" class, ship it in tubs that make it look like Extras.

If butter happens to be lower than "Extras," it is good business policy to make it look like "Extras"—may move it quicker and at a better price than if shipped in less attractive packages.

And that is the principle upon which the Business Managers of the Creameries that are shipping in Schmidt Bros. tubs work.

If butter grades in "Extras" they believe in shipping it in the tubs that make it look like "Extras"—outwardly and inwardly. If butter is lower than "Extras" they realize the advantage of shipping in tubs which make the shipment look like "Extras."

These men know that the first IMPRESSION that a buyer gets when he is SHOWN a lot of goods very often determines a sale—THE PRICE OBTAINED for the butter and the PROMPTNESS OF THE SALE.

That is why these creameries make their shipments in Schmidt Bros. tubs—the tubs that make their shipment look like "Extras."



ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.

grades offered than is wanted. Cheaper grades have been in fair demand and under pretty good control at the inside range of quotations.

Foreign butters are already being considered. The Danish Butter Import Company have their agent on this market and he is offering butter for October delivery in any quantities at 30c and large orders on a commission basis. As their product is fine, the prospects seem now to be that it will be an important factor in the trade this coming fall.

Ladles are in light arrivals and have found a ready market on a basis of 20c. The most of the stock offered is from eastern factories. Very few western goods offered but those that are command 21@22c. Packing stock of good quality is scarce and has found prompt sale at 17@18c. The bulk is cheesy and sour and of little value to the packers of ladles. We quote sold packed creamery: Fancy specials, 29½c; extra, 27½c; extra firsts, 27c; firsts, 26@26½c; seconds, 22@25c.

The present unsettled condition of the butter business is largely credited to the quality—this market wants fine goods but it is the thought of the merchant to place all shipments satisfactorily to the shippers. Philadelphia has large outlets to the local trade; the chain stores alone are estimated to use 2,000 tubs daily, and they all run first, second and third grade; and this with the home and out-of-town trade requires considerable.

Butter For the Navy.

Bids were opened June 22d for 300 tubs of butter for the supply ship at the Brooklyn Navy Yard, and the contract was awarded to Armour & Co. at 27.92c. The speci-

fications call for extra June creamery, to be passed by the inspector of the United States Department of Agriculture, or inspected by the New York Mercantile Exchange, in which event the tubs are to be stamped and the certificate of inspection sworn to. The precautions now being taken by the Navy Department will insure the delivery of the quality called for by the contract, and will encourage bidding by a good many more houses. It looks like a much cleaner proposition hereafter, according to the views of the Produce Review.

Cold Storage in Trouble.

The cold storage plant of the D. W. Dean Company, at 14 State street, Oshkosh, Wis., and another plant at Appleton, have been closed, and D. W. Dean of that city, sole proprietor, is said to have left Appleton, temporarily at least, without liquidating all his obligations. No steps have been taken as yet in bankruptcy or other proceedings. The Old National bank of Oshkosh, and the Commercial bank at Appleton are said to be the heaviest creditors. Louis Schriber, cashier of the Old National bank said, when asked about the matter: "We do not know very much about it except that, when the company came here from Appleton, they were recommended to us by the Commercial bank of Appleton and we extended them credit. They have always squared up each year until this one and that our claim is only about \$2,000 is our good fortune, for it might just as well have been more. We have not determined upon any course of action as yet."

The local plant was in charge of Seth L. Dean, a son who, it is reported, has not been paid all of his salary as manager. The

younger Mr. Dean was seen by a reporter, but he declined to make any statement confirming or denying any portion of the reported situation of the company.

Inquiry at Appleton elicited the information that Mr. Dean is gone, and his whereabouts are unknown, that the plant is shut down, but the office is being kept open by the stenographer, but no bills are being paid. It was stated at Appleton that it was first believed the indebtedness of Mr. Dean was about \$13,000 or \$14,000, but later developments showed that these figures were exaggerated. The amount due the bank at that city was not announced.

A recent heavy wind storm carried away one side of the large cement block creamery being erected by the Farmers' Co-operative Creamery Company at Oak Park, Minn. The four walls had only been completed during the afternoon and the roof had not been constructed. The loss will be about \$100, the cost of rebuilding the wall and replacing a portion of the blocks that were damaged.

A jobber at Hutchinson, Kan., gives it as his opinion that their trade in condensed milk has increased at the rate of 100 per cent annually for the past three years.

June 1st the price of shares in the Barnesville (Minn.) Co-operative Creamery Association was advanced from \$15 to \$25.

The building for the creamery at Coulee City, Wash., is now completed awaiting the arrival of delayed machinery.

The Corydon, Ind., creamery property is offered for sale.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor

E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO IOWA, JULY 1, 1914

In the line of co-operation nothing looks simpler than the co-operative creamery. It doesn't require an expensive plant. It doesn't require large working capital. It offers a fair opportunity to the large and small dairyman. It opens up a perpetual market for as much or as little cream as the patron has to sell—but the more he has the better it is for him as well as for the balance of the patrons. The trouble with co-operative creamery movements—and there is trouble with them, no matter how successful they have been as a whole—is that too often, the farmers are urged into the organization because of large prospective profits, whereas they ought to go in for the profits but as much or more because the co-operative creamery is an institution designed for the community's good. The statement made recently that farmers should learn to work together for the common good before they try to work together for the common purse is all too true. It is a notable fact that the most successful co-operative creameries are found where communities are working together for the common good in other lines. And it is also a notable fact that the reason more co-operative creameries are not successful to the fullest extent is that the farmers won't—or at least don't—co-operate. No co-operative institution can reach its highest success without the confidence of every stockholder in the management and the giving to that management the full co-operation of every interested party.

Recently the Creamery Journal has had something to say with reference to the attitude of the bankers towards the dairy business and particularly concerning the willingness of bankers in many quarters to advance money for the building of silos and for purchasing dairy cattle. The following report from Charles Cheney, cashier of the First National Bank of Boulder, Colo., made to the state bankers' association, will, in this connection, be interesting. Mr. Cheney says: "Farmers are much interested in silos for the feeding of dairy cattle. Forty-three contemplate erecting silos this year so far, and there are now more than 50 silos near here, the majority being in the Boulder Valley. The bankers and business men of Boulder county believe in the town and country getting together and have instructed H. H. Simpson, the agricultural agent, to report the names of farmers interested in dairying who are unable to finance themselves. A dairy committee, composed of business men, to investigate each case, intends to see that each farmer gets such financial and other aid as his condition warrants. The bankers of this county are progressive and will lend reasonable aid to any they deem competent to manage a dairy business."

It is interesting to note that, in Wisconsin, nearly 900 herds of dairy cows, totaling around 13,000, are being officially tested this year. There are 29 cow testing associations in Wisconsin, these having been organized largely by the Wisconsin Dairymen's Association. This work is being urged in many states. It has been in successful progress in Iowa for several years, and the demand for the work is rapidly increasing. In this movement every buttermaker in the land should be a leader. If a farmer really knows which cow pays him and which cow doesn't, it's not hard to persuade him to let loose of the non-profit payers. His interest in dairying is then coming from a new angle. He can easily be induced to use better sires, possibly to buy a pure bred dairy cow or two, and can from this point on be led into the dairy business in the right way—in the way that will help the creamery and the buttermaker as well as the dairyman himself.

Here's a new one. John J. Roth, Minnesota state cheese factory inspector, was arrested at West Concord, on complaint of C. W. Osborne, a farmer. Roth had arrested Osborne for selling milk in dirty can and Osborne pleaded guilty and paid a \$20 fine. He then had the inspector arrested for receiving the milk. The inspector pleaded not guilty and will be tried later. If it is criminal to sell dirty milk and criminal to buy dirty milk, can an inspector be punished for receiving it? That is the question.

The latest endorsement for a large milk condensary is the statement in a Kansas paper that it will greatly stimulate the lumber business—because the farmers will milk more cows, the cows will need barn room and the barns will call for lumber. So there you are.

To You Who Make Butter

Why not increase your profits?

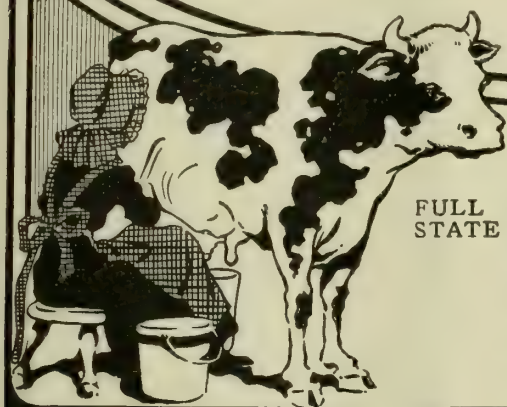
Dandelion Brand Butter Color

gives the true rich golden color that makes
butter bring top price.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

More Creameries in Virginia.

"I have just completed a tour of the state in the course of my duties," said William D. Saunders, dairy and food commissioner of Virginia, "and I am glad to be able to state that the dairying industry has made wonderful strides in the last few years. I know that there will be produced in this state this year not less than 1,000,000 pounds of creamery butter—that is, butter made in the established creameries of the state. It is sold in other states at good prices. This is considered remarkable when it is known that up to a few years ago there were no creameries of consequence in Virginia. Under the lead of the department, over which I have presided for six years, the industry has assumed great proportions, and it is growing at rapid strides.

"The sale of our butter outside Virginia means a great deal of 'new money' is being brought into Virginia every year in payment for the product of our creameries. This is better than 'swapping dollars' among ourselves; but the fact should not be overlooked that hundreds of thousands of dollars are going out of Virginia every year for butter.

"Why not have creameries enough to supply our home market? Why make butter-eaters in other states pay the freight on butter from Virginia? Why make butter-eaters in Richmond and Norfolk and Petersburg and Lynchburg and Danville and Roanoke and other cities and towns of Virginia pay for the long haul of butter from western and northwestern creameries?

"We are interested in seeing our butter producers hold the outside markets which they now have and control also the Virginia market. This would mean more creameries and more money for Virginia dairymen.

"The dairying industry in Virginia is in

swaddling clothes. The extraordinary rapidity with which it has developed in the past few years leads us to predict that the day is not far distant when Virginia will be classed among the leading states of the Union in the value of its dairy products."

Making Butter-milk.

All bacteria do not make trouble and doctors' bills. Some of them make butter-milk, and butter-milk is a friend to health. It is a cheap beverage and a good one and is an excellent food besides. Its nutritive value is high, two quarts of butter-milk being equal to about one pound of beefsteak. It has a good medicinal effect. The lactic acid bacteria that help in the making of butter-milk are, therefore, man's friends and protectors.

But many people are under the impression that to make good butter-milk it is necessary to churn the whole-milk for butter. A simple and economical way of making the beverage without having to churn the whole-milk for butter is described by Prof. J. M. Burgess, of the animal husbandry division of Clemson College, S. C., and given to his state papers for publication. Skim-milk butter-milk is not only easily and cheaply made, but it has a sharper and keener taste than butter-milk made with whole-milk, since it develops its acid faster.

To make skim-milk butter-milk add one gallon of whole-milk to 20 gallons of skim-milk as soon as the milk has been separated. This whole-milk is added to put some butter-fat in the butter-milk, more because people like to see some signs of butter in the beverage when they drink it than for any other reason.

Add enough "starter" to curdle the milk in six or seven hours when kept at a temperature of about 70 degrees, the ordinary room

temperature. When the milk is thoroughly curdled, put the resulting "clabber" in a churn and churn for 30 minutes.

After churning, cool at once to 50 degrees to prevent the further development of acid and separation of whey. Strain as soon as it is cool through cheese cloth to remove any lumps of curd.

This simple process will give a good, refreshing, tasteful beverage that is both enjoyable and healthful.

Butter Sold By Yard.

Here's a newspaper story about the sale of English butter which may or may not be true—we can't say: "In Cambridge, England, butter is sold by the yard measure instead of by the pound. From time immemorial the dairymen of Cambridgeshire have rolled their butter into lengths, a length being a yard and weighing 1 pound. Neatly wrapped in strips of clean cloth, the cylindrical rolls of butter are packed in long, narrow baskets made for the purpose and so conveyed to market. Constant practice and an experienced eye enable dealers with a stroke of the knife to divide the butter into halves or quarters with almost mathematical precision. This curiously shaped butter finds its chief purchasers among the students of Cambridge University. Cut into convenient sized pieces and accompanied by a loaf of wheaten bread, a stated portion is sent every morning to the rooms of the under-graduates for use at breakfast and tea."

The Swaledale (Iowa) Co-operative Creamery Company on June 13th held their usual annual picnic and big celebration.

The Danville, Ill., creamery has opened a buying station at Homer.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

Concerning the Tariff

This is from Wallace's Farmer: "We were talking recently with a gentleman from the east who is a purchaser of vast amounts of butter and other farm products to be re-tailed from, we think he said, 127 stores in different parts of the country. He said he had bought from 4,000,000 to 5,000,000 pounds of butter each year from Iowa creameries; that since the new tariff the price of butter had declined 10c a pound; and that he was buying less western butter than before, preferring to get it from Denmark, which furnishes a superior quality and with but 9 per cent of water. He said, furthermore, that he was buying condensed milk from Switzerland; that other producers were doing the same thing, and that it so affected the market that the largest condensed milk factory in New York, the Borden's, were reducing their output and turning their factories largely to the production of cheese instead of condensed milk.

"All this seems to be rather interesting. It would look on the face of it as if the tariff had given a serious blow to the butter and cheese business. We were a little skeptical about what our eastern friend had told us and so submitted the matter to the president of one of the largest creameries in Iowa, and asked him his views. He said that the tariff on butter had been reduced from 6 to 2½c and that this decrease had allowed the importation of foreign butter; that the price of butter had fallen 10c or more per pound in the United States; that it was due not merely to this decrease in the tariff, but to the great increase of dairy production in the United States; and that there were, no doubt, hard lines ahead for the manufacturers of inferior creamery butter, which must compete with the lower grades of foreign butter of inferior quality."

The New York Educational Scoring.

The June scoring was held on the 19th. Twelve packages of butter were received. Of these the following makers sent samples that scored 90 or above:

	Score
Clifford Oliver, Whitney Point, N. Y.	91.5
Mrs. W. A. Whitney, Cassadaga, N. Y.	91.5
West Jefferson Cry. Co., Zanesville, Ohio ...	90.0
I. A. Cook, Ithaca, N. Y.	95.0
R. R. Steacy, Ithaca, N. Y.	94.5
Glenn Harter, Skaneateles, N. Y.	92.5
Jay C. Webb, Cooperstown, N. Y.	93.5
J. A. Burnett, East Smithfield, Pa.	91.25

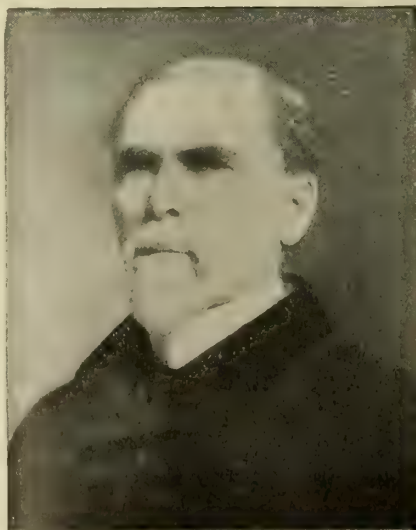
C. H. Voight, of Washington Mills, N. Y., was the only person who sent milk and cream. These scores were 94.5 and 96.5 respectively.

H. L. Wilson, of Montpelier, Vt., and J. C. Butler, of Nunda, N. Y., sent cheese. Their scores were 96¾ and 92 respectively.

Walace Wilson has taken charge of the St. Charles, Minn., creamery. He was formerly at Pickwick.

Coburn of Kansas Quits

F. D. Coburn is secretary of the Kansas State Board of Agriculture no longer. We are sorry for Kansas but glad for Coburn, provided he is content to rest from his 21 years of arduous labor or has something better or something more to his liking in sight. Coburn is the greatest asset Kansas ever had. He has written reams upon reams of good things about Kansas. It is Coburn that has actually put Kansas on the map. It is Coburn that, every little while, tells the world at large some startlingly interesting thing about his beloved state. And, right along with the notice of his resignation, he sends a little envelop stuffed showing that, in the past 20 years, the wheat crop of Kansas has increased \$45,078,010, or 399 per cent; the corn crop, \$158,132,491, or 229 per cent; the oats crop, \$6,771,027, or 133 per cent; the crop of sorghum, \$14,538,797, or 521 per cent; tame hay, \$14,933,621, or 416 per cent; dairy products, \$8,947,896, or 184 per cent; live stock, \$186,930,443, or 237 per cent. And, as if that weren't enough, he turns over the page and shows that in growing winter wheat Kansas beats Minnesota, South Dakota, Iowa, Missouri and Nebraska, the Kansas production for 1913 being 86,515,000 bushels. In alfalfa Kansas outgrows Oklahoma, Montana, Idaho, Colorado, California and Nebraska, with an annual acreage of 1,026,299 acres. In sorghum she is easily the leader with an acreage last year of 2,376,405 acres. Coburn not only digs up facts, and facts upon facts, but he is orig-



F. D. Coburn

Who, after 21 years of continuous, efficient service, has resigned as secretary of the Kansas State Board of Agriculture. Coburn is famous for many things—chiefly that he is the only man in captivity to refuse a nomination to the state senatorship.

inal and forceful in presenting them, so much so that for 21 years he has been worth more to Kansas than any other citizen—not even excepting my friend William Allen White. He is to be succeeded by his long-time assistant, J. C. Mohler. Here's hoping that Mohler will prove as big and broad and able and clear and sensible and practical a man as his long-time chief.

Lackawanna Withdraws From Trunk.

The Lackawanna has "gone and done it." Withdrawn from the inspection service of the Trunk Line Association. This is the first break. More are expected, and it is possible shippers using the New York market and merchants located there are to be afforded relief. Final notice to the Trunk Line Association that the Lackawanna would withdraw from all inspection service, weighing, etc., by that association was given on June 15th, to become effective August 1st. After that date the Lackawanna will have organized its own inspection department with General Superintendent E. M. Rine as chief with headquarters at Scranton.

In regard to egg inspections the management will have their own dock inspectors who will co-operate with the dock men and the local dairy agent in handling all cases of damage. Definite rules governing the procedure in these cases have not yet been formed but Mr. McGillivray asserted that all business connected with the receipt, delivery and inspection of eggs would be handled solely between the Lackawanna representatives and the patrons of the road and that the aim would be to handle the matter fairly and equitably and that no trivial technicalities would be taken advantage of. It was also asserted that all questions of damage would be handled promptly and settled as quickly as circumstances would permit.

As a consequence of the action by the Lackawanna a number of inspectors at various points will be laid off by the Trunk Line Association and the Lackawanna has signified its willingness to consider applications from these for positions in the inspection department of that road, though only fully competent men will be put on.

New Minnesota Creamery.

The Consolidated Co-operative Creamery Company of Wanda, Minn., at their recent meeting adopted plans and specifications for the erection of a new creamery building. The building will be 33 by 70 feet and 13 feet high on the inside. Bids were to be opened June 20th. A site has been procured on the east side of the right of way, which will be an ideal location for a creamery. The company will also have a tubular well made before the building is erected. All of the best creameries of the state have been inspected and the creamery at Wanda promises to be modern and up-to-date with the best equipment, and, while the company is one of the largest co-operative concerns, it may be expected that everyone of the shareholders will feel proud of the little investment by which such a plant will be established.

Butter More Nourishing.

Butter is from 20 to 30 per cent more nourishing than oleomargarine, according to experiments made by the Department of Animal Husbandry of Columbia University. Mice are the medium through which the experiments are performed. The mice fed on butter are growing much more rapidly than the ones submitted to oleo treatment, and are generally more healthy.

The Booster Spirit in Iowa

ENTHUSIASM THROUGH THE CREAMERY PICNIC

Annual Booster Day at Hawkeye.

The annual co-operative picnic was held at Hawkeye, Iowa, on June 24th and was a greater success than ever before. The farmers creamery, the elevator and the telephone company, all co-operative organizations, joined in giving the program. The morning was devoted to an address by Miles K. Colver whose subject was "The Farmers Elevator." The afternoon was given over to sports and the creamery meeting held in the evening.

Although a busy season in the corn field over 1,000 farmers and their families gathered in the park to hear the illustrated lecture on "Dairying in Iowa" given by E. S. Estel, state dairy expert. The views show the conditions which exist throughout the state and are very interesting and instructive. They illustrate the manner of handling dairy products from the cow to the butter tub and also the methods of selecting, feeding and breeding the dairy herd.

Ed. Eitel, the president of the creamery company, and Chris Russler, the butter-maker, had the dairy program in charge. It would be a great thing for some of the co-operative creameries to get the same habit as the Hawkeye creamery.

June 25th Selected by Many.

The picnic bug seemed to strike a number of creameries at the same time, as the office of the Iowa State Dairy Association received six requests for speakers on June 25th. As many as possible of these were postponed but three large gatherings were held. The largest of these was the first annual picnic of the Lost Island Creamery Company which was held on the Susst Farm four miles southwest of Graettinger. The day was ideal and a large crowd gathered to hear the program which began at 2 o'clock. Judge W. B. Quarton of Algonia was the first speaker and put forth a forceful argument in favor of better methods on the average farm. He gave some very interesting statistics on the growing of alfalfa. A cow demonstration was given by E. S. Estel, state dairy expert, who also gave a lecture on feeding. T. A. Clark, assistant dairy commissioner was on hand with one of his helpful talks on creamery operation. Mr. Clark advised the purchase of cream according to quality and cited several instances where this plan had worked out successfully. The speakers were introduced and the program conducted by M. P. Junker, the hustling buttermaker who has been working on the movement since the annual meeting of the stockholders last winter. Mr. Junker has built up one of the most prosperous inland creameries that we have in the state and is to be congratulated upon his consistent work with the patrons in improving quality.

A second meeting was held at Anamosa where an effort is being made to launch a dairy improvement association. J. J. Ross, assistant dairy commissioner, met the butter-makers and secretaries of the Jones county creameries and explained the organization of such associations. A number of meetings will be held in this locality and if possible an association formed.

The Benson Cow Testing Association also held its monthly meeting on the 25th. These meetings are held at the various

farms which offer an excellent opportunity to study the practical conditions of dairying as well as to bring the members and their families together socially.

The Wallingford Picnic.

The Wallingford creamery was put on the dairy map as never before at its first annual picnic June 26th. The board of directors and J. C. Jensen, buttermaker, went after the movement in the right spirit. Besides advertising thoroughly in the newspapers and with hand bills a boosters' parade covered the entire country. The parade was conducted several days before the meeting and consisted of 30 automobiles each carrying a large attractive banner advertising the picnic. This is a new feature and could well be practiced by other creameries intending to hold picnics.

The speakers were introduced by Attorney Kennedy of Esterville, T. A. Clark opened the program with a talk on the local creamery. Loyalty to the creamery was urged and a system of grading cream explained. Judge W. B. Quarton followed Mr. Clark with an impressive talk on "The Farmer and His Markets," after which E. S. Estel gave some advice along the lines of feeding for milk production.

In addition the cow demonstration was given by Mr. Estel and a cow show held

which indicated a great improvement in dairying in this vicinity.

Before the program Mr. Jensen headed a party which visited the Moore Dairy Farms, one of the largest patrons of the local plant.

The Dow Cheese Company has filed articles of incorporation. The company is incorporated for \$10,000, divided into 100 shares of \$100 each. The business is to be located in the city of Plymouth, Wis., and, according to the articles, the purpose is to manufacture, buy, sell and deal in cheese, to buy and sell eggs, and to store cheese and eggs. The incorporators are Chauncy E. Bloke, Minnie Fitzgerald and Irma W. Casson.

The Brighton (Iowa) Produce Company have discontinued buying cream owing to a strict ruling of the Iowa state pure food commissioner, which prohibits handling of cream in connection with other business except under such conditions and regulations as the produce company find not convenient to comply with. It really looks as if Iowa has some regulations that actually regulate.

For the Spearfish Co-operative Creamery Company, Spearfish, S. D., articles of incorporation have been filed. The capital stock is \$10,000. Incorporators, J. E. Walton, F. S. Thompson, Ray C. Cook, Chas. E. Zink, David R. Thompson, William T. Nicholas, Ira Dallavan.

Jules Voyer will open a butter and egg store in the McGrath building, North Adams, Mass.



Decorah (Iowa) Farmers' Ice Cave Creamery.

In the April 15th issue the good work of this creamery was described. Readers of this paper will be glad to learn further that N. O. Bendickson took charge of this creamery when it was started up as the Decorah Farmers' Ice Cave Creamery Company. E. Blakeman is president and A. T. Holton manager. Mr. Bendickson and the officers have worked hard to make this one of the best creameries in the state and Buttermaker Bendickson reports that the prospects are good for a still larger make, but what they, like practically every other creamery, need most is improvement in the quality of cream. We find from their second annual

statement that the total receipts last year were \$124,000.27. Of this amount \$104,073.95 was for butter shipped away and the balance for butter, butter-milk and cream sold at the creamery, including \$120 of new stock. In butter-fat there was purchased 345,551 pounds during the year, for which \$104,169.75 was paid. A considerable sum—\$1,149.02—was put into improvements and repairs. A dividend of \$270 was paid. The overrun was 20.7 per cent. The total pounds of cream received were 1,575,184, the average test of cream 21 per cent, the average price received for butter 29.43c, and the average price paid patrons 30.1c.

W. I. YOUNG W. B. YOUNG
ESTABLISHED 1854

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Give superior service and real results. That
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Regular price, \$3.50.

The Siberian Butter Industry

IS WELL ORGANIZED AND HANDLED

Although considerable quantities of butter have been imported from various foreign countries since the reduction in the duty effected by the new tariff, Siberian butter has, generally speaking, so far attracted little attention in our market, notwithstanding the fact that Siberia is next to Denmark the biggest supplier of butter of northern Europe, says the Bellingham (Wash.) Reveille. Several large shipments were imported during the winter months from London and Copenhagen, but they were mostly old storage stock from last summer which was gladly disposed of by English and Danish importers at reasonable prices.

Well informed operators are confident that as soon as the first shipments of fresh Siberian grass butter arrive in this market same will compare more favorably with the best grades from other countries. The large quantities of Siberian butter exported annually to England (about 69,930,000 pounds) as well as to Germany and Denmark, show that it has already secured a good place in those markets, and when better connections between American importers and the Siberian producing sections have been established, and the arrangements for quicker transportation as well as cold storage facilities in the direct steamers to New York have been completed, we may reasonably expect that considerable quantities will come across the Atlantic.

Having been introduced in the seventies of last century, the Siberian creamery industry has made great strides since the completion of the Trans-Siberian railroad in 1901, when large tracts of pastoral districts were for the first time opened and an outlet created for the produce of these farming sections. Creameries have since been established throughout Siberia on the Danish model to which farmers deliver the milk, and these creameries have organized themselves into great co-operative societies which either sell the butter to the representatives of foreign firms on the spot or export it direct, as for instance is being done by the "Union of Siberian Buttermaking Artels," which society has its own selling offices in London, Copenhagen, Hamburg and Berlin.

A leading part in the development of this industry has been acted by the Gerhard & Hey Co., Ltd., who have their own offices and ice-cold warehouses at all the Siberian butter centers, viz: Kourgan, Novo-Nikolajewsk, Semipalatinsk, Omsk, Barnaul, Biisk, Kamen and Ust-Tscharysch where they receive and store butter and attend to the shipping to Baltic ports. The Siberian creameries are accustomed to receive payment on the spot on delivery of goods and for this purpose the Gerhard & Hey Co. issue a "transport receipt" on which local banks advance the invoice values.

The Russian government takes an active interest in the Siberian creamery industry by opening dairy schools and providing better transport facilities on the government railroads. According to latest reports, all butter exported from Kourgan is subject to inspection by the state officials, and the quality of the butter itself is improving as the creameries are installing experienced dairymen with a view of improving their product and reaping the benefit of higher prices.

Three trains a week convey the butter in refrigerator cars to Baltic ports, principally

Windau and St. Petersburg, whence it is shipped to England, Denmark and Germany. At certain points along the railroad, ice depots have been erected for the refilling of the refrigerator cars and everything is being done to shorten the time of transit from Siberia to Baltic port, which is now only about eight days.

At Windau, Riga and St. Petersburg the Gerhard & Hey Co., Ltd., have built large cold storage warehouses with all modern improvements and each of a capacity of 100,000 casks, a little over 5,000 tons. They are erected on the wharf at the respective ports and railroad tracks running alongside the buildings insure prompt unloading of the casks into the stores, whence they are consigned to the steamers loading for foreign ports. The greatest percentage of Siberian butter is shipped by way of Windau, as this port is open all the year round, St. Petersburg coming second.

It was in no small degree due to the provision of these unique storage and transportation facilities that the export of Siberian butter has assumed a regular and well organized form and enabled Siberia to compete with the old established Danish dairy industry.

Since the introduction of the new tariff in the United States and the resulting importations of foreign produce, the New York agency of Gerhard & Hey, located at 21 State street, have done much in order to interest firms in the direct importations of Siberian butter by giving American importers valuable information in regard to the market prices, cost of transportation and handling of this business in general. It is also chiefly due to the propaganda carried on by this firm for Russian produce that some of the steamship lines directly interested in traffic emanating from Russian ports are making special arrangements in order to provide better cold storage and transportation facilities.

The arrangements made in that direction have advanced considerably, so that in future Libau will perhaps be an advantageous route for this traffic and the Libau office of the Gerhard & Hey Co., Ltd., is already making special arrangements for the prompt and careful handling of these shipments in the same way as has been done hitherto in Windau, Riga and St. Petersburg. The time of transit for butter shipments from Siberia right to New York will therefore be reduced in future to about four weeks.

The plant at Ingalls, Mich., is being equipped with machinery to make cheese and butter. Milk routes will be established within an eight-mile radius and teams hired to haul the milk from the farms to the factory. The expectations are to run the year around. Several routes have already been established and a good supply of milk is promised.

Over \$8,000 stock has been subscribed for a creamery at Brookfield, Mo., a building committee has been selected, and it is hoped to have the plant ready for operation in three months.

There is to be a creamery at De Vail's Bluff, Ark., which may be operated by a Memphis, Tenn., concern.

A co-operative creamery is being talked for Tiffin, Ohio.

Other Than Business Worry

By HOWARD L. RANN

(Written Especially for and Copyrighted by the Fred L. Kimball Co.)

This is a trying time of the year for heifer calves, as they are subject to croup in large quantities. If a calf shows signs of croup the first thing to do is to give her a dose of castor oil, starting with a one-quart measure. The way to do this is to run a piece of gas pipe down her throat, shut both eyes, utter a low prayer and let fly. Some calves are high strung and object to this. We have a friend who carries a large blue carbuncle on his epiglottis to this day as a result of trying this method of treatment.

The reason why so many calves have croup in the spring of the year is because they are allowed to run around and get their feet wet. Seventy-five cents expended in never-slip overshoes would save the life of many a calf that could be sold to the butcher for ten bones, but some people never seem to think of this. Then the average calf is a hollow-headed imbecile and would just as soon lie down in two feet of water as stand in a dry barn. The first symptom of croup is a sore throat, which causes the calf to converse in a low bass voice. The way to overcome this is to make the calf sleep on a hot water bag, with a cold compress around its throat, and then feed it hot lemonade out of a soup ladle. These are old-fashioned remedies, but they beat all the pink and white pills in the universe a city block.

One of the saddest sights in any home is an overworked piano, which hardly gets time to catch its breath before somebody jumps onto it with two mailed fists and beats several yards of ragtime out of it. We do not object to occasional use of the piano, to take a person's mind off of 8 per cent interest, etc., but when it is hammered from early morn to dewy eve it annoys our sensitive spirits. In some homes it is a settled practice to leave the piano alone until father has gone to bed and then leap onto the keyboard and wring sour notes from its innermost recesses. After a tired husband and father has listened to the strident remarks of a catalog house piano for two hours, while lying in bed and trying to think up some brand new cuss words, he is liable to rise up in the middle of Gottschalk's "Last Hope" and descend to the parlor in a high state of rage and a canton flannel nightie, interrupting some lean-necked male caller who is about to commit assault and battery on a popular song. The only time to play the piano on a six-day schedule is when the remainder of the family have gone to the seashore.

We never could see why any farmer wants to be on the board of supervisors, unless he wants to improve the piece of road that runs past his farm. The average supervisor receives more whole-souled and enthusiastic cussing in a year than the ice-man gets in a lifetime. If he votes for a \$3,000 road grader, the neighbors will point to his new automobile and say that it was thrown in with the grader. If he doesn't vote to raise the salary of every deputy in the county building, they will lay for him at the next primary election and beat him four jumps from the pole. If he opposes a proposition to build a \$6,000 cement bridge over a creek that a guinea hen could ford eleven months in the year, his neigh-

bors will call him a peak-chinned tightwad and vote for somebody who couldn't tell an abutment from an arsenal. If a man wants to grow gray hairs and lose some of his best teeth, just let him be on the board of supervisors when the county seat wants all of the roads leading into town paved with asphalt out of the county road fund. He may retire with a clear con-

science, but he won't have much of anything else left.

Some of the dances they are introducing into polite society nowadays would make old Belshazzar, who was something of a sport himself, rise up out of his mausoleum and blush in all of the dead languages. They are bad enough for young people to tackle, for they call for grace and suppleness, and it is a sight to make men and angels weep to see a flock of old men and women trying to get next to the tango, the bunny hug, the grizzly bear and the hesitation waltz. We saw an old buck go four rounds with the turkey trot the other evening, and by the time he got through he had lost four

Butter Control and Butter Storage

While control of the composition of butter is always an essential of good creamery practice, it is doubly necessary for butter that has six months' storage in prospect.

By varying the contents of water and salt a clever manipulator may increase or decrease the content of butter-fat at will; but the wise buttermaker never sends freak butter to storage.

Old, hard and slow-dissolving salt and salt that is unevenly distributed are deadly enemies of that normal composition of butter that makes for dependable butter flavor.

Colonial and Liberty

(Flaked)

(Granulated)

are the salts chosen by experienced buttermakers, the country over, for storage purposes.

Colonial purity, lightness and solubility afford a blanket policy of quality insurance no buttermaker can afford to ignore in the storage season.

The Salt That Melts Like Snowflakes and Dissolves Like Mist saves the necessity of overworking and overchurning and the danger of sending butter of abnormal composition to storage. Let us send you a sample.

The Colonial Salt Company

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suspender buttons, a set of new false teeth and the esteem of a moral community. When he got home his wife met him at the front door with the handle off the vacuum cleaner and drove his eyebrows back so far that he could hook them over his collar button. The only dancing he has done since has been with a buck saw.

Our forefathers never danced anything except the minuet, which was a close imitation of ring-around-the-posy. It was a beautiful dance, but nobody was overcome by the heat during its progress. A man could dance the minuet from 8:30 to a quarter past four without having his collar break down at the knees. This resulted in a great saving in laundry work, and no doubt the laundry trust is back of these modern dances, for nowadays a man has to have a fresh change of linen for every dance he mixes in. It is a very pleasant sight to see a large, plump gent swirling about in the mazes of the tango, with perspiration running off his ear lobes and his tongue hanging out in a discouraged manner. But they have to do it, in order to keep in the swim.

People who are not in the swim nowadays have only themselves to blame. All they have to do is to rent a full dress suit, sprinkle a little helitrope perfume on a handkerchief and take tango lessons from some female in a low-neck dress. That is the main trouble with the farmer. Instead of learning the bunny hug, he would rather ride around in an automobile and gather expensive punctures. If the farmer would slick up a little, put on a white bow tie, buy a collapsible hat and flop around on the dance floor like a weasel with the St. Vitus dance, he would be right in it and would probably be invited to some function where they eat out of nine different spoons and lap up angel's food cake with a fork. Then he could go home and sit up all night with the reversible stomach cramps. The farmer misses a lot of fun.

We read an article the other day about a farmer who claimed to have sold two hogs, a year old, that weighed 500 pounds apiece. The man who can put 500 pounds of spare ribs and pork chops on a spring pig is a greater benefactor to the human race than the discoverer of the non-slipping suspender button. This man probably fattened his pigs with dried apples and rain water, fed through a stomach pump. If he got them to the stockyards before the shrinkage set in, the chances are the buyer had to take it out of the railroad.

The reason why hens don't lay in the winter is because their blood gets chilled. Every hen house should be heated by steam to a temperature of 240 degrees Fahrenheit, and no hen should be allowed to go to bed at night without a soapstone at her feet and a hot water bag at her head. The average hen is a cold-blooded, unemotional article, and artificial heat is necessary in order to stimulate her to her best endeavors.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

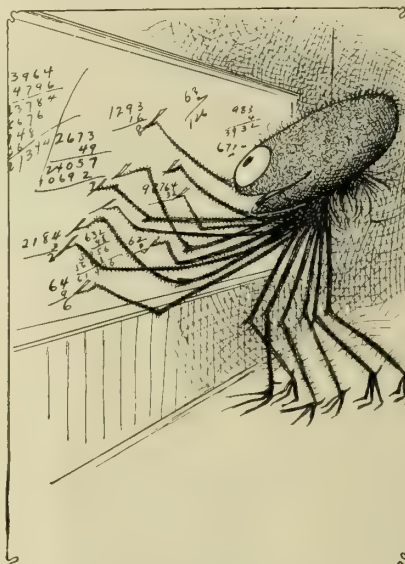
Germs

With apologies to Howard L. Rann

A germ is a vegetable. He is also an animal, and it has only been in comparatively recent times that we have been able to tell whether he would come out as a sort of a lettuce or with fur on him.

A germ is a sneaking cuss. He lies in wait for us all and jumps on us where we least expect him. He is as popular as a mugwump after an election. His name is Legion but he gets there just the same. There are several kinds of germs, also a few million more kinds.

A germ is very adaptable. He can live in the innermost steam-heated recesses of a man's anatomy and be perfectly contented, or he will make his home on the outside sleeping balcony and be as happy as a clam. He enjoys life. He believes largely in the scriptural injunction, "be fruitful and multiply." He adds like a double, back-gear, six-cylindrical, electric adding machine of the latest model, but multiplication is his long suit. He knows it from 2×2 is 4 to 17×15 is 463, backwards and forwards. Just give a good healthy germ 15 minutes and he will raise a family that can be counted by the mil-



lions. Theodore Roosevelt would have doted on germs.

A germ will get acquainted faster than a born masher at a tango dance. He adores milk. His idea of Heaven is a land flowing with milk and he doesn't care about the honey. One single germ with sleek, black hair and a cast in his off eye will take a bucket of sweet, charming, beautiful milk and will so work upon its sympathies and its trusting nature that in less than an hour it will be discontented, morbid and unfortunate in its every act and deed. Not that he loves and rides away. No, indeed; he sticks closer than a brother trying to borrow \$10 from you. He is right on the job. He never leaves and if he didn't happen to bring the family with him it is only a question of a few minutes, anyway before he makes himself perfectly at home with his smoking jacket on and his morocco slippered feet upon the piano.

I met a germ once. His name was L. A. Grip. I didn't want to meet him. I casually snuffed him into my system and it took three doctors and a crowbar and 11 different sorts of red, white and blue medicine to persuade brother Grip to depart. And when he finally did so he left me and my pocketbook both flat on our backs.

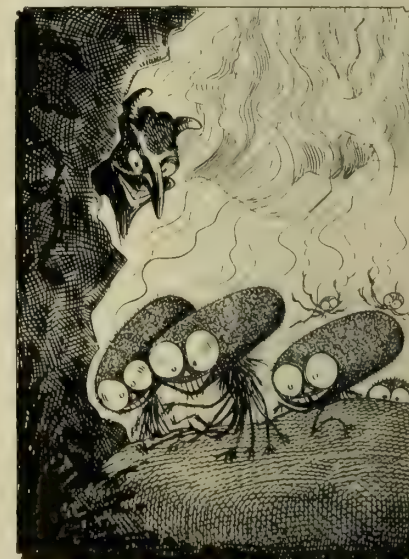
However, a germ has his good points—you never see a germ discouraged. If he can't get in at the window he crawls through under the door. If he can't live in the parlor he is perfectly content to live



in the barn—in fact, there are a few million reprobates who prefer barns and livery stables. They hang around every barn and won't leave it for any place except a nice, clean bucket of milk.

Germs like to go to school. They go there to multiply, to divide the children's attention between their work and their handkerchiefs, to add to the doctor's bills.

But church is where a germ really gets in his work. Give a germ a popular Baptist preacher, a cold winter's night and a badly ventilated room jam full of folks and he will do more lop-sided deviltry than a preacher can talk out of a crowd in six months. Did you ever hear people trading germs at a meeting. "What am I offered for 10,000 tonsillitis bugs?" "Here's your 4,000,000 consumption germs." "Going! Going- Gone! 3,000,000 sore throat germs at a bargain." The preacher throws them 30 feet every time he opens his mouth. He may be a mild, comparatively meek, bald-



headed, stoop-shouldered, spectacle-eyed parson, and yet be crammed to the gizzard with read-headed, husky, two-fisted germs which he distributes gratis. Oh yes, a germ enjoys going to church. Yes, indeed, and

if I had as many friends as I have germs in my system right now, and could borrow a dollar apiece—

You can destroy germs in a room by burning feathers—you must also burn the room. This is considered very effective. Some germs succumb gracefully under mild treatment. Distilled water is a fatal drink to many of them. There are others, some with rubber coats, and rubber necks and copper-toed stingers that enjoy a morning bath in boiling water. The consumption germ goes to his daily toil with a celluloid overcoat and a dinner pail full of broken bottle glass. A germ will go 40 miles to a sulphur burning. There is hardly anything they enjoy more than a good strong whiff of sulphur—and why shouldn't they, their father down in—well, we won't mention the name of the place—used to have it on the table at every meal.

Thank goodness, there are some things they don't like and it is a real pleasure to see a ring-tailed, crooked-shanked germ sidle up to a perfectly harmless looking liquid with the intention of raising his loving family there and suddenly keel over with his toes in the air because he has butted up against the real thing in the line of a germicide.

Immortal fame awaits the man who invents a germicide that will cure dandruff. This is the germ that polishes a fat man's head until it looks like a billiard ball and then leads him down to the first row at the burlesque. There are many other kinds of germs.

Van Neste Now With Kelley.

Late in June John L. Van Neste, the well known egg and poultry man, joined the forces of the S. Love Kelley Company, Chicago, as vice-president and treasurer. Mr. Van Neste is a familiar figure to the trade throughout the country, and was formerly senior partner in the firm of Van Neste & Pond, of New York; later head of the poultry department of Conron Brothers, of New York; still later with the H. T. Pond Company, from which firm, as announced in The Creamery Journal, he resigned June 1st. The S. Love Kelley Company is one of the new and aggressive firms on the Chicago market. Mr. Kelley is well known and has a big following among the larger shippers in the west and northwest. Despite the fact that Mr. Kelley has been in Chicago only two years, he is handling a good percentage of the butter and eggs passing through the Chicago gateway. He has built up a large brokerage business along conservative lines, and is certainly making good. The addition of Mr. Van Neste, who has a large acquaintance in the south and southwest, among egg and dressed poultry shippers, will add strength to the new firm. They have increased their office space in the Ogden building and will handle butter, eggs and dressed poultry. S. Love Kelley is president, John L. Van Neste, vice-president and treasurer, and W. W. Sherman, secretary.

A. A. Kennard Dead.

On Monday night, June 22d, occurred the death of A. A. Kennard, the head of A. A. Kennard & Co., the well known New York butter and egg house. Mr. Kennard was visiting friends at Sea Gate and was found dead in bed. He was 74 years old.

Mr. Kennard was a pioneer butter and egg merchant of New York, having entered business in 1871 in Baltimore. About three years ago the house took over the store of G. W. Martin & Bro., at 5 Harrison street, and was at that location until moving into new quarters at 339 Greenwich street. Associated with him for a number

of years was his son, Harry, who, the past few years, has been the active head of the concern. He will continue in management.

The butter and egg trade has suffered the loss of one of its best and most progressive merchants, but the son has inherited the sterling qualities of his father and the business will continue without a change of policy.

At the meeting of the directors of Ross-ville, Ill., creamery, Charles Dawson was elected president and Bert Smith, manager, secretary and treasurer.

Loveland, Colo., is to have a milk condensary. It will be co-operative.

The first car of butter to be shipped from Hickory, S. C., and one of the first in that state, was forwarded recently from the Catawba County Co-operative Creamery to Norfolk. The same day a car of butter and eggs was forwarded to Wilmington, Del.

The Xenia (Ohio) Creamery Company must have gone into the restaurant business. We notice they were awarded the contract for serving 1,500 dinners for the Dayton Shriners. Perhaps they served a dairy lunch.

Nevada, Mo., may build a creamery. The movement is being discussed by the commercial body.



*We Made
The Salt That's All Salt
PERFECT
The
Greatest Buttermakers of
the World Have Made It
FAMOUS*

Diamond Crystal Salt Co.
ST. CLAIR, MICH.

The Dairy Cattle Congress

OCTOBER 12th TO 18th

The dairy cow with the many industries based upon her products is truly one of the greatest benefactors to mankind. Wherever she leads the way permanent agriculture and prosperity follow. She is used in the east to restore worn out farms to their former productivity, and in the west she maintains the fertility of the virgin soil of the prairie.

An institution which has for its purpose the development of the dairy industry is of inestimable value to society. The Dairy Cattle Congress and Iowa State Dairy As-

sociation convention, which will be held at Waterloo, Iowa, October 12th to 18th, has been established for the purpose of amalgamating the various interests of the industry. The producer, the buttermaker, the creamery manager, the ice cream maker, the cheesemaker, the milk distributor, the dairy machinery manufacturer, the transportation representative and the educator, will gather in a great dairy conclave.

As the show is located in the heart of the great Mississippi valley where dairying is becoming the most important department of the farm, its mission bears direct benefit to all who attend. The dates do not conflict with any similar event and are at a season when the farmer can most easily leave his work.

Because of the conditions mentioned, the show has had a wonderful, yet healthy, growth, and today is recognized as a great factor in the encouragement of better dairying. Although last year the cattle exhibit at the Dairy Cattle Congress was unequalled, indications this year point to greater numbers and better quality. The available space in the mammoth exhibit hall is being reserved by manufacturers from every part of the United States. The Iowa State Dairy Association in preparing its program has secured men who are leaders in their particular lines of dairy work. These programs will be featured, thus building up the educational part of the convention.

The exhibition of dairy products will also be strengthened by the additional prizes offered, and these, together with the various contests and amusement features, will provide a pleasant and profitable work for all those who attend.

London's Home for Lost Cans.

Between 150,000 and 200,000 milk cans are let loose every day in London, alone. These cans vary from the churns that travel by train to the pint and half-pint ones left outside your door. It is not surprising, therefore, that many hundreds of cans are lost each day. And milk cans are valuable articles, the reward for recovery alone varying from 6 pence a dozen for pint cans to 3 shillings a dozen for two-quart cans.

So many cans are stolen, in fact, that there is a home for lost cans. The Can Protection Society looks after all cans that have gone astray and searches for those that have been stolen. Lost cans are collected by the society's officials and sent to headquarters, whence they are returned to their rightful owners on payment of the proper reward. Not only are the cans stolen by boys and others who make a specialty of this form of theft, but unscrupulous milkmen don't hesitate to pick up a can by mistake. Then the society steps in and deals with the offender.

It is a remarkable fact that even big churns get lost or stolen by the thousands. In four years, no fewer than 10,000 drifted from home and were put on the right track again by the officials of the home for strayed milk cans.—Spare Moments.

No Net Weight For Cheese.

The cheesemakers of Wisconsin will not be required, under the new federal net weight law, to mark packages of easily shrinking cheese with figures indicating the net weight. For the present, at least, exemptions will be made by the net weight

board, and makers will not be obliged to mark soft cheese with weight figures.

The green cheeses of certain types will certainly shrink, but the amount of shrinkage is uncertain, and it would seem that it was a wise thing to heed the protests of the cheese manufacturers. It is not that there is any desire to evade the provisions of a good law, but rather that they wish to avoid any trouble which might come up under the new law as the result of possible shrinkage that might be greater than was expected. The shrinkage is an uncertain factor of some branches of cheesemaking, and honest factory men were naturally alarmed.

The promptness with which they met the new issue, and the courtesy with which their protests were heard, shows that the Wisconsin dairy interests are well guarded and also that there is no class of men who are held in higher esteem than these same dairymen and manufacturers of dairy products. It is not probable that the new law was intended to work hardship to any industry and highly improbable that the production of dairy stuffs will be caused to suffer unjustly.

Professor O. F. Hunziker, of the Purdue University, La Fayette, Ind., has been in the east recently investigating market conditions and especially the cause for the unexpectedly high prices for butter and cheese during June. Prof. Hunziker is the authority of the country on the condensed milk business. He does not believe that the importations of this product from foreign countries will greatly interfere with the home situation.

Reports from the west coast are to the effect that the first shipments of fresh New Zealand butter of the 1914-15 season will reach that market the latter part of October. This information is gathered from the fact that it is reported that freight reservations for this shipment have already been made.

Lincoln, Neb., is now taking quite a little butter from nearby creameries. The Cortland creamery, for instance, is dividing its shipments between Lincoln and Chicago.

The Thomas, Okla., cheese factory is now operating. It is a new plant. Neil Stronach, formerly of Wisconsin, is the operator.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

RECEIVER'S SALE—Modern creamery, well located at junction of four railroads. All machinery practically new. Must be sold within 30 days. Address M. Boland, Receiver, Auburn, Indiana.

POSITION WANTED—By a first-class butter-maker. Am single; can come on short notice. Am now running creamery here. State wages and output in first letter. Good references. C. G. Nelson, Curlew, Iowa.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

POSITION WANTED—By a competent butter-maker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money?

Lith is now made in extra large sheets—18x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

Union Cork Board

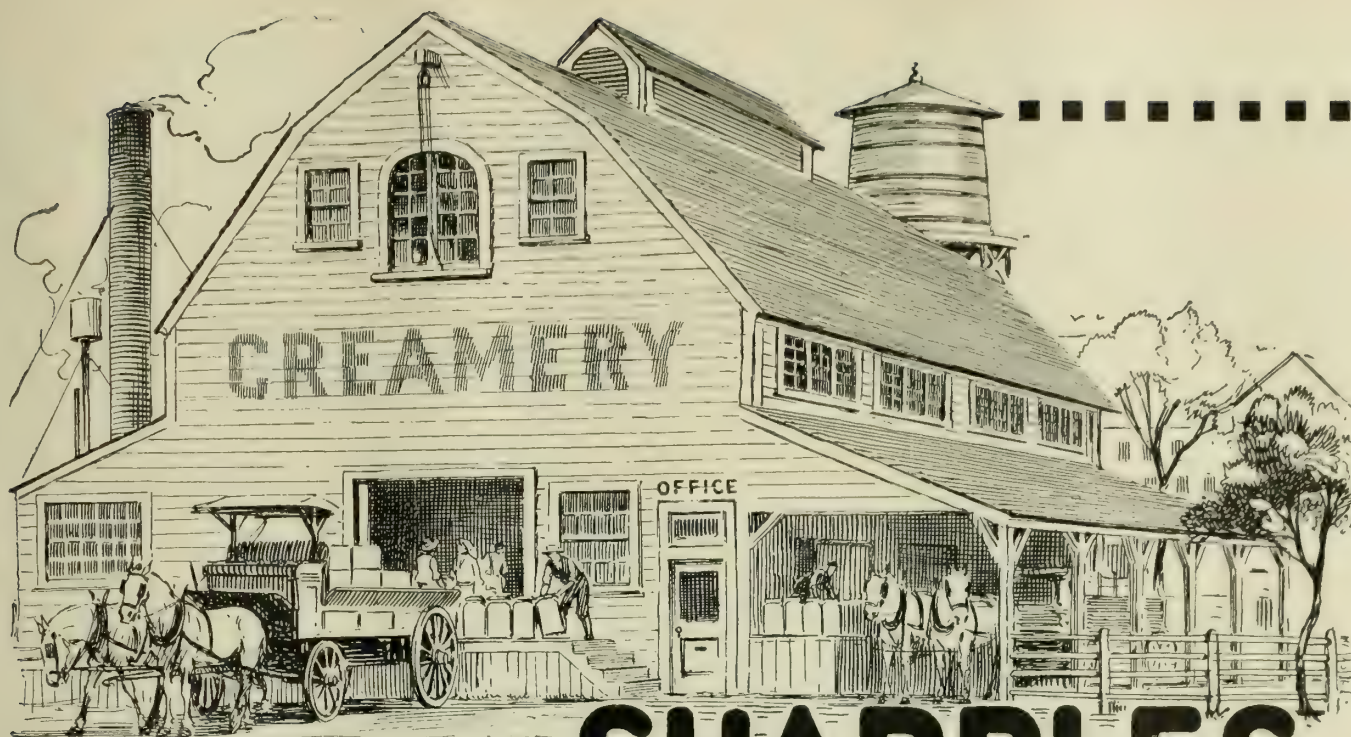
This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

Write for Free Book on Economical Insulation

It will pay you to get posted.

Union Fibre Company, 105 Union St., Winona, Minn.





SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

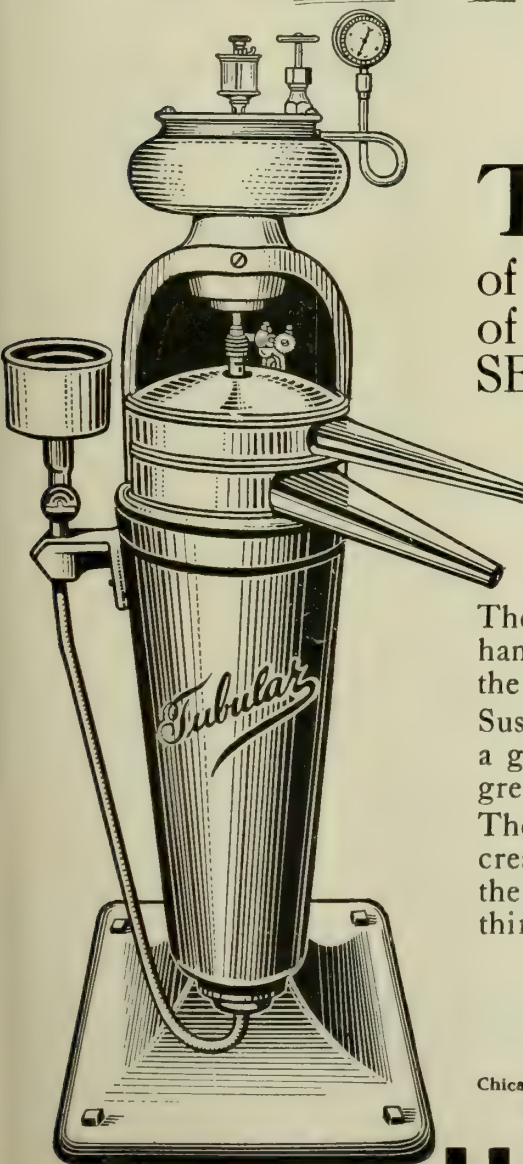
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

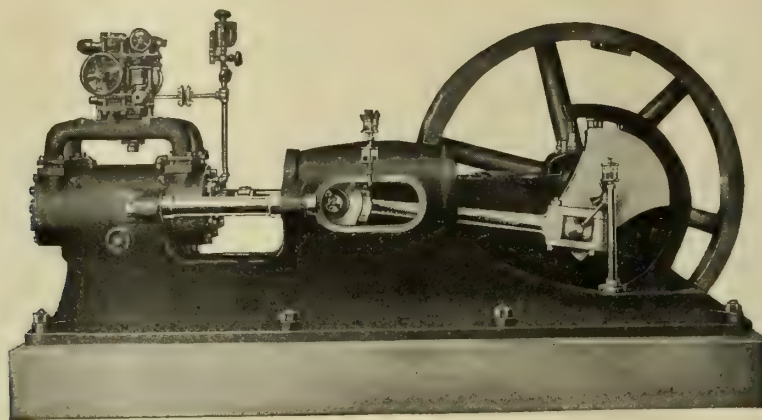
WEST CHESTER, PA.

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Mechanical Refrigeration

has reached a point where it will be to your profit to install a plant in your Creamery.



There are many creameries actually saving money every day they use Mechanical Refrigeration.

Mechanical Refrigeration Is a Simple Matter After All

Refrigerating by machine is the coming thing in creameries. There's no doubt of it. Hundreds of creameries today have machines. Every year several more install them. Once a plant has a machine it never thinks of going back to using natural ice.

It's easy to see that the general adoption of

mechanical refrigeration therefore is inevitable. You yourself will eventually put in a machine if you hope to compete with your neighbor.

Since you are going to do it, why not begin to study the proposition? Why not learn of the benefits and conveniences of mechanical refrigeration now?

Don't Be Afraid to Ask Us

Our engineering department will gladly explain fully how you can advantageously use Mechanical Refrigeration and submit an estimate of what a plant for your particular needs will cost. The service is free and puts you under no obligations. Write us today.

If you can't profitably use Mechanical Refrigeration we will say so.

The Creamery Package Mfg. Company

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Omaha, Neb.

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New York, N. Y.
Toledo, Ohio

Kansas City, Mo.
Waterloo, Iowa

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 12

WATERLOO, IOWA, JULY 15, 1914

ONE DOLLAR A YEAR

Quincy Market Cold Storage & Warehouse Company

BOSTON, MASS.

BUTTER

BEST SERVICE AT LOWEST RATES

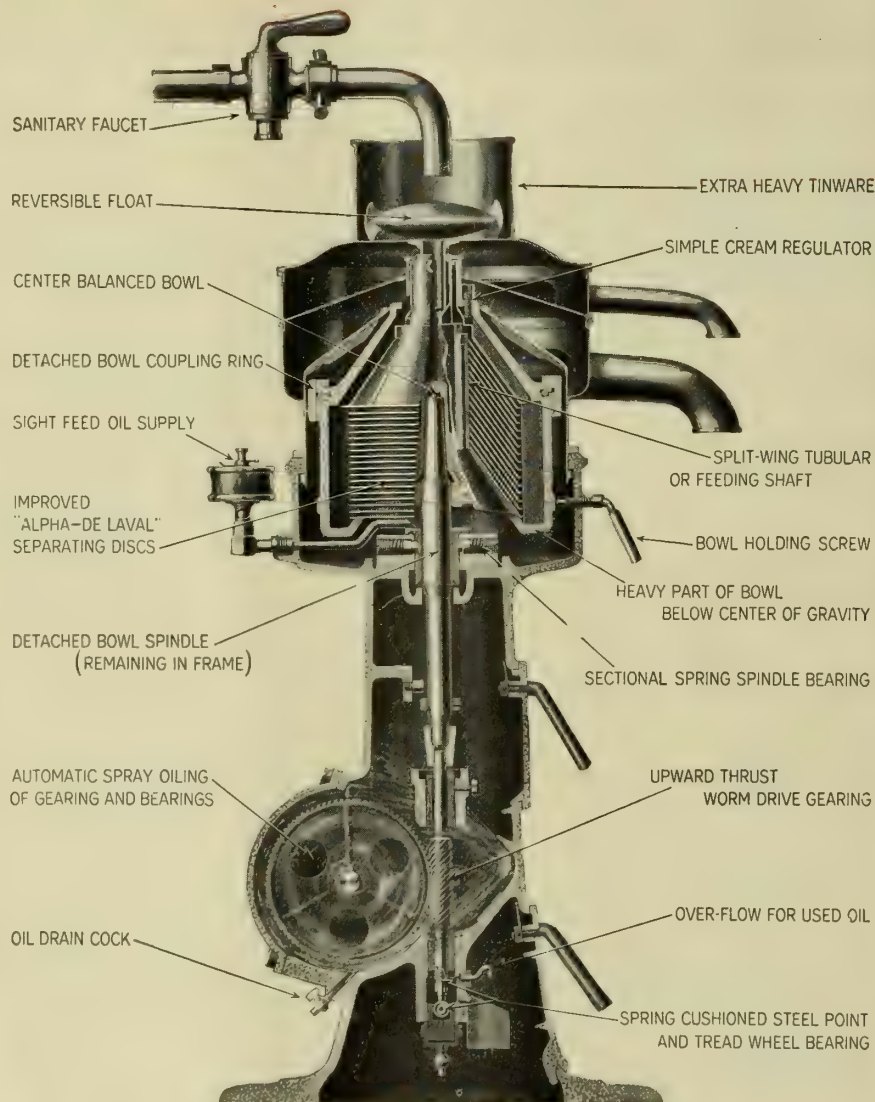
LIBERAL advances. The largest and best butter house, 1,500,000 cubic feet, exclusively for butter. The only cold storage building in New England used exclusively for butter.

—The only cold storage in Boston proper with track connections, and the only cold storage in Boston on the Union Freight Railway, connecting with all railroads entering Boston.

By shipping carlots direct to the Quincy, care of Union Freight Railway, your goods will be received without cost to you for either switching or teaming.

Important Features of the New and Improved Types of De Laval Cream Separators

Power or Factory Sizes, Capacities 4,000 and 6,000 Lbs.



This illustration shows the belt-power style

The sectional view shows the "ALPHA" disc split-wing tubular feeding shaft bowl with detached spindle remaining in frame, automatically spray-oiled worm-drive and other new features.

Advance Catalog on request

The De Laval Separator Company

NEW YORK

SAN FRANCISCO

CHICAGO

SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 12

WATERLOO, IOWA, JULY 15, 1914

One Dollar a Year

Georgia Cows and Co-operation

By FANNIE LEE LEVERETTE

There is emblazoned upon the coat-of-arms of no state in the Union a more inspiring motto than that of the "Old Blue Grass State"—"United We Stand, Divided We Fall." The land of Daniel Boone, with all of her early struggles, pioneer and anti-prohibition trials, and even with her present day Breathitt county feuds, in this motto has breathed to the rest of the states, with a spirit of altruism, an ever-cheering message for the citizens of the other 47 states. Bringing the message home to Georgia from old Kentucky, we count ourselves fortunate, indeed, that even with the memories of many bitter political campaigns our people have never yet failed to rally from these differences of political opinion, and bend every effort unfalteringly towards maintaining our proud title of "The Empire State of the South." Agriculturally we have not been so fortunate in our organizations for the betterment of Georgia's rural citizens, until perhaps within the past few years. Many grandfathers there are in Georgia today who still recount bitter recollections of the untimely end of the "Grangers," the "Farmers' Alliance" and other agricultural organizations of lesser fame, whose usefulness was eternally wrecked upon the treacherous rock of political schemers steering these organizations into the maelstrom of politics. Thus writes Miss Leverette in a Macon, Ga., daily paper.

In Putnam county, the heart of middle Georgia, there is today in the Eatonton co-operative creamery, by the Blue Grass motto, one of the two greatest inspirations of success in the southland. This creamery is one of the only two in the south, the other being located at Hickory, N. C. A fitting monument, indeed, is its success in the heart of Georgia, and in the county where at Panola dairy farm Georgians first began to learn the value of fine blooded stock, with the introduction of the Jersey cow, following the untiring efforts along this line of Putnam's well-known citizen and erstwhile dairyman today—Banker B. W. Hunt. Especially fitting is it that this creamery is located in the county so well known throughout the United States that it is said when Congressman Charlie Bartlett was planning that memorable Georgia breakfast for President Taft upon one of his visits to Georgia that the President specially requested as a part of the menu, "Georgia waffles with Putnam county butter." Still further showing his knowledge of the excellence of Putnam county butter with the codicil attached to his request for "the same kind that Br'er Rabbit in the tales of Uncle Remus slipped down to the spring-house and stole all during the day while the other animals were at work, and smeared on Br'er Possum's

mouth while the other animals were asleep at noon, to hide his own guilt." Needless to state, the Putnam county butter was there with the waffles, and carried home very forcibly the preachment of the superiority of Georgia products by winning over Fox river.

Congressman Bartlett's father, Judge Bartlett, was once the presiding officer of the superior court over in this section of the state, and the future congressman, then a little boy, doubtless remembered Putnam butter and its excellence, at a time when court week was the greatest time of the year in every county of Georgia.

The Eatonton co-operative creamery was organized a little more than three years ago, early after the beginning of New Year—1911. There had been two efforts to establish creameries prior to this time, but for lack of capital and other misfortunes these efforts failed. The present creamery is a stock company, with a capital stock of \$3,000. Along about the time of its organization a chance visit here of N. O. Nelson of St. Louis, a true philanthropist in all that the term implies, accords to him today the greatest share of credit for its success. The Missouri man, with an abiding love for the betterment and uplift of his fellow-man, especially among the rural citizens of America, came to Putnam, as stated above, on a chance social visit en route from a visit to a nearby college. With a cordial hospitality, for which this Georgia county has long been noted, Mr. Nelson found great pleasure in meeting and coming into close touch with our citizens in all walks of life.

Naturally he advocated co-operation in his talks with Putnam farmers, and showed his sincerity in the rural uplift of his new found friends by offering to finance the proposed creamery here without any hope whatever of financial reward. Even after the creamery had been put in operation and run a year at a loss, the St. Louis man volunteered to continue to finance the enterprise, with an abiding faith in its success along right lines. He saw in the future the folly of Georgia's one-crop cotton growers, going yearly deeper into debt, with wasted and worn lands and undoubtedly an impoverished people, if their dependence upon cotton alone was continued. Like Abou Ben Adhem, Mr. Nelson had a vision of the possibilities of these Georgia people; and while he did not, in his modest and retiring nature, desire for his name to lead all the rest, after the accomplishment of his advice and suggestions to these Putnam farmers it will ever be enshrined very warmly in the hearts of all Georgians in the wonderful success he has pointed out as a possibility for other Georgia counties.

In the Eatonton creamery, shares are

worth \$10 apiece and each member subscribes a share for every gallon of milk he supplies. A stockholder furnishing 10 gallons per day subscribing a pro rata of \$100. As a further stimulus to co-operation, it was arranged by the directors of the creamery that shareholders might pay for their shares by a monthly deduction from the check due each member at the end of the month; this plan enabling many farmers and dairymen to become stockholders in the enterprise who otherwise could not have paid cash for subscriptions.

The creamery is operated by a board of directors, who are elected by the members of the co-operative company. Each member is entitled to one vote, and an additional one-fourth of a vote for each additional share that he owns above one share. These directors elect a manager for the creamery, and a secretary, who also serves as treasurer. These are the only officers who receive salaries for their work. Every month, on the 15th, a meeting of the stockholders is held, at which time statement of the financial standing of the creamery is made and checks issued to the shareholders for profits above operating expenses. These monthly checks to Putnam's farmer-dairymen have been indeed a Godsend to many during that period of every year when money is considered "tight" for those engaged in farming operations, heretofore waiting for the cotton crop to come in before claiming any money for their own.

The creamery opened up with 300 gallons of milk per day pledged. It is said, by those in a position to know, that a creamery cannot be run successfully with less than that amount. These 300 gallons, to begin with, were supplied by 30 members. Today there are approximately 100 members, and a great deal of milk is handled through the creamery for those who are not members. Last week the financial sheet for the month ending June 15th showed a yearly business of \$50,000, with \$4,000 deposited in the bank for paying off stockholders for the month ending on this date. This is the biggest month's business yet done by the creamery, and it is a record breaker with a six weeks' drought affecting the milk yield all over the county, and pastures parching under a torrid sun without rain.

In operating the co-operative creamery, the greatest advantage to the farmers and dairymen has been the rural carrier system adopted all over the county. A very interesting sight is to see early in the morning the white canopied tops of the milk wagons bringing the cream to the creamery, furnishing an inspiring as well as pretty picture of white caravans, coming from all points of the compass. All that the farmer has to do is to look after the care and keep-

(Continued on page 22)

A Cleaner of Which You Can Be Proud



has made factory cleanliness both dependable and sanitary. Wyandotte Dairyman's Cleaner and Cleanser has also been one of the most notable factors in the progress of the past decade which has made possible the elimination of uncertainty in the art of buttermaking. And more, Wyandotte Dairyman's Cleaner and Cleanser has contributed very much toward making the work easier and the final results of a higher quality.

Wyandotte Dairyman's Cleaner and Cleanser represents a distinctly new thought. It has always been a leader, never an imitator. Most buttermakers can remember when soap powder or some similar agent was the universal factory cleaner. Now, Wyandotte Dairyman's Cleaner and Cleanser, soap's opposite, is universally used.

Every user of Wyandotte Dairyman's Cleaner and Cleanser can well be proud of his factory cleanliness for it has been proved beyond all question that this cleaner gives a sanitary quality of cleanliness which affords full protection to milk and butter quality. Such a cleanliness is due milk and its products in order that they may show the best results.



Your supply dealer will ship you Wyandotte Dairyman's Cleaner and Cleanser in kegs or barrels.

The J. B. FORD CO., Sole Mnfrs., Wyandotte, Mich.

In Every Package

This Cleaner has been awarded the highest prize wherever exhibited.

Central Dairy States Butter Contest

AT MASON CITY, AUGUST 20

The management desires this, the sixth annual contest, to be the largest and best we have ever had. There is no meeting of the National Creamery Buttermakers' Association in 1914, hence we urge all buttermakers to send a tub here.

This contest is held in connection with the North Iowa Fair, August 17 to 22, 1914, who guarantee the pro rata fund of from \$300 to \$500. An entry fee of \$2 is charge^d which goes into the pro rata fund. For this, admission tickets are given the exhibitor. Present prospects are that special prizes and the pro rata fund will reach about \$700. Last year we received butter from nine different states of the Union.

We wish the buttermakers to realize this is conducted for their benefit. Note how we do it.

Joel G. Winkjer, dairy commissioner of Minnesota, has again appointed James Sorenson, superintendent of the State Creamery at Albert Lea, as superintendent from Minnesota for this contest.

W. B. Barney, dairy commissioner of Iowa, has appointed Assistant Dairy Commissioner J. J. Ross, of Iowa Falls, as superintendent from Iowa. The North Iowa Fair Association has appointed S. B. Nichols, of Mason City, for the fair association.

The judges will be Mr. Sorenson of Minnesota, Mr. Ross of Iowa and F. L. O'Dell, appointed by the federal government.

The exhibit package will be a 20-pound tub.

The butter will be scored Monday and Tuesday, August 17th and 18th, hence it must reach Mason City by Friday the 14th to be in good condition to score. It will be cared for free of charge by the E. B. Higley Cold Storage Company. Buttermakers are invited to be present with their triers and witness the scoring. Buttermakers' day will be Thursday, the 20th. The scoring will begin at 10 a. m., followed by discussion and speaking: \$10 in prizes will be given at this contest. The prize winning tubs will be given the boys for examination, and if they eat all of it, we

think it could be put to no better use. Shall we allow the prize winners to share in the pro rata fund, and donate their tubs as above mentioned?

We keep our entry records different from all others. Your entry cards and tubs are correspondingly numbered before your card is removed from the tub. On being removed, all cards are placed in a box similar to a ballot box and deposited in a vault, where they are kept securely locked until the scoring is completed, after which the box is opened and the cards examined to see who the winners are. The scores will be sent to the dairy papers at the close of the contest.

Checks for butter sold and pro rata earned will accompany the score cards, which will be sent exhibitors as soon as the returns are received for the sale of the butter.

The butter will be sold at the highest price obtainable.

We ask all buttermakers desiring to send butter to this contest to send their names to Chas. H. Barber, secretary of the North Iowa Fair, or S. B. Nichols, superintendent, Mason City, Iowa.

Our list of buttermakers may not be correct, hence we make this request. Drop us a postal.

Prof. W. L. Clevenger, of the dairy department, Ohio State University, will go to Europe this summer to study dairy conditions in several of the most important dairy regions. During his trip he will visit Denmark, Germany, Holland, France, Switzerland, Italy, England and the Channel Islands. Special attention will be given to a study of the production of cheese, butter and milk in these countries. The leading breeds of dairy cattle will also be observed in their native lands. Prof. Clevenger will be gone three months.

The Laurel (Del.) Creamery Association has been incorporated with a capital stock of \$50,000.

THE MARKETS

NEW YORK.

Market Strength Regained—Trade Conditions Not Healthy.

[By The Creamery Journal Staff Correspondent.]

It looked for awhile this week as if the era of low prices on butter had finally come, as the market declined $\frac{1}{2}$ c and extras could be bought at 26 $\frac{3}{4}$ c, the lowest they have been since the beginning of the season, but the decline was short lived and a reaction set in immediately and brought the market back to 27@27 $\frac{1}{2}$ c on extras, where it is likely to remain with only slight fluctuations as long as receipts continue at their present level. For more than two weeks prices kept on an even keel and practically the only change in the market was in sentiment but not in quotations. The slump was primarily caused by the inactivity of speculators who had supplied nearly all of their wants and were not operating. As soon as prices declined, however, a better trading occurred and the market could not be kept down at the 26 $\frac{3}{4}$ c level.

The activity of a Boston operator who purchased about 5,600 tubs of butter during the past 10 days helped the undergrade market as this operator took stock which he could get around 24 $\frac{1}{2}$ c. This butter will be marketed throughout New England on the basis of 24 $\frac{1}{2}$ c, which is likely the average price paid. The total purchases of this one operator amounted to \$82,320. There is hardly a house of importance which did not in some way contribute to this operator's supplies. The butter will be shipped to Boston and it will take about 14 cars to move it. The recent advance already showed about $\frac{1}{4}$ c profit on the purchase and as New York is long on the grades bought there are many receivers who are ready to sell the Boston man stock at the old price.

Trade conditions in New York and in the surrounding territory in which the surplus shipped to New York is marketed, are not healthy and are not nearly so good as they were a year ago at this time. Consumption is disappointing and there has been a tendency on the part of jobbers for some time to back up on their trade and to take only limited quantities, forcing receivers to store more than they cared to of their surplus. This is as true of New England as it is of the nearby sections and a large quantity of butter is ordinarily marketed through the New England distributors. Many of the factories in this district are running on half time and some of them have completely closed down so that the consumer of ordinary grades of butter is not as flush with his money as he ordinarily is at this season of the year. This condition is partly responsible for the $\frac{1}{2}$ c decline last week.

Butter distributors say that the call for butter from New England points is principally for a grade which will sell about 25c to jobbers. The meat combine in that district has been placing butter throughout Connecticut, Massachusetts and Rhode Island at 24@25c to jobbers and the legitimate receivers have been forced to meet this competition. That is one reason why so large a quantity of the 24 $\frac{1}{2}$ c butter was absorbed by the Boston operators.

While premiums have been cut to some extent in the west owing to the fact that the meat packers have largely supplied their wants, still premiums are high and are apt to remain so as long as the flush is on. The make continues large with every prospect of a heavy production during July. There has been plenty of rain in all of the

dairy states, insuring good pasturage if the weather does not turn too warm.

The report of the associated warehouses for July 1st showed that in 45 houses there were stored 43,175,500 pounds of butter or an excess of 1,088,600 pounds over the same date a year ago. These figures are not very encouraging, but it is surprising that they had less dampening effect on the market than they did.

During the past two weeks there has been quite a quantity of undergrade creameries which have been put into the coolers because receivers could not market them to advantage. Where they could break even on prices they have sold, but the surplus has been put away for winter use. There is hardly a private box in the city which is not now full of this undergrade stock. Most houses were reluctant to put it away as it was the undergrade market last year which was so stagnant and so depressing, but there has been no alternative as the high cost of the butter either meant a loss now or storing with the possibility of a profit later.

Receipts showed a remarkable falling off this week and were lighter than a great many anticipated, as they totalled only 64,934 packages, while a week ago they were 75,247 packages. This brings the receipts from May 1st to July 11th to 682,176 packages. The Fourth of July holiday partly explains the short receipts this week although a falling off in the make is reported in many invoices.

Process has trailed the creamery market during the past two weeks with a fair movement of the top grades. There has been little speculation in these for some little time, but the undergrades have been practically lifeless. There has been a good trade in city ladles which has not been confined to New York but has also been noticeable throughout New England. Were it not for the high prices the ladle market would be in very satisfactory condition.

Conservatism is plainly apparent in the butter trade. Most houses that lost heavily last year are afraid of high prices and are only storing because they have to. The thought of foreign butter during the winter season has also acted as a damper on the part of speculators. Quite a number of foreign countries can land butter in New York of ordinary to good quality at a price which would easily make it compete with that of American creameries.

There have only been light receipts of foreign butter during the past two weeks. Most of the Danish goes to a special trade at a cost of 28@28½c including duty. There have been about 70 half casks of Holland butter from Rotterdam and this showed fine quality with the cost less laid down here because it was shipped open and not under refrigeration. A steamer sailing from Rotterdam toward the end of the month had refrigeration accommodation for about 100 tons, but it is not known just how much of this will be given over to butter. The best quotation on Siberian butter delivered New York was 23@23½c, duty paid.

Packing stock has been in good demand and the receipts have easily been absorbed on account of moderate offerings with prices steady all week. The best command 19c.

PHILADELPHIA.

Make Holding Up—Fine Table Grades Scarce—Prices Firm.

[By The Creamery Journal Staff Correspondent.]

With the flush of the make past the receipts showed some shrinkage, but during the last 15 days the weather conditions having been more or less conducive to the

production of milk, and the trade in ice cream showing a marked decrease with the long cool spell, there has been more or less milk going to the creamery, and the receipts of butter from nearby are showing some increase.

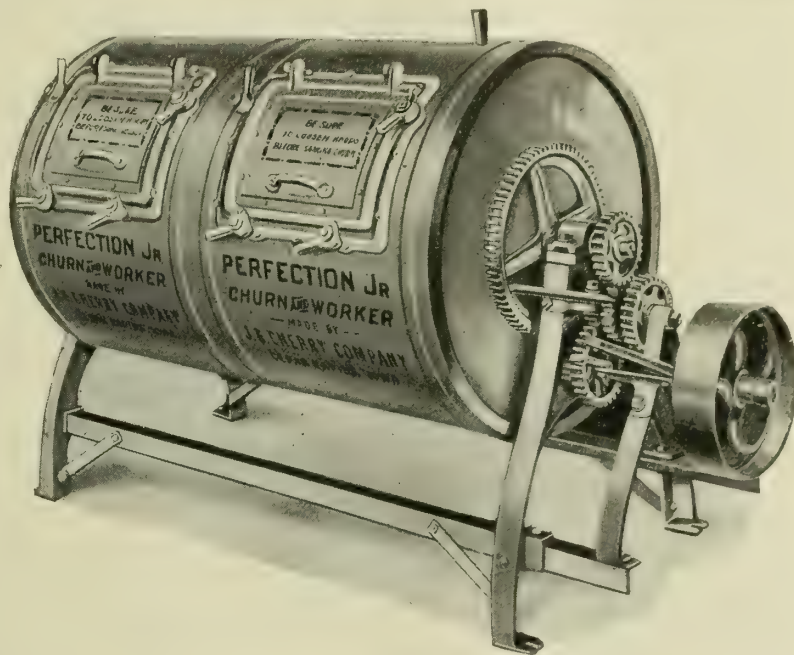
Strictly fine table grades classed on this market as "special fancy" are in limited receipts and in good demand from the jobbing trade. They are quoted at 29½c, but they really have a selling value of 1@2c above quotation. The bulk of these fancy butters is handled by a few firms and being contracted for at a premium, they likewise must ask the jobber some advance, and by the time the consumer gets it, he must pay 40c and above.

The highest grade of the daily receipts

is quoted at 27½c. This quality has full value for the general trade and with the demand about equal to the supply, there is no surplus of any account on this market.

Extra firsts at 26½@27c and firsts at 26c comprise the bulk of the receipts and it is difficult to effect a clearance of these goods, as the buyer is looking for a little better quality and is not anxious to buy beyond his actual needs, claiming he can always get these grades.

Seconds of creamery of 23@24c value are in demand, outlets being plentiful for the light offerings, as the most of the receivers hold on a 25c basis. The market seems to be good trading just for the highest and lowest grades, the medium grades being more or less unattractive, find their way to



Grading the Cream

There is only one answer as to the advisability of grading the cream. It should be done.

This system will protect your fancy butter from being ruined by a poor lot of cream; will save you money in buying your cream; and will eventually practically eliminate the danger of getting a poor quality of cream.

In a churning from a 300-gallon vat, into which you have put just ONE can of "rotten" cream, the loss will be nearly enough to pay for one of our No. 3 Perfection Junior Combined Churn and Workers. Think what that means to you in a season.

Adopt the grading system at once, put in one of our Perfection Junior Churns and increase the profits of this year's business.

Write us for particulars.

J. G. Cherry Company

CEDAR RAPIDS, IOWA

ST. PAUL, MINN.

TAMA, IOWA

PEORIA, ILL.

the coolers, generally on the shipper's order.

Ladles are held with confidence; being made of June butter, they show good quality, and considerable is being stored for withdrawals later. The eastern makes are on a basis of 19@20c and the western can command from 21@22c.

Packing stock of fine quality is wanted, and if it meets the views of the buyer it readily brings 18½c and above. There is much stock on the market, such as it is; it goes under the name of packing stock, but in reality it is cheese curd, etc.—this has little or no value.

The reports of the 45 associated warehouses of the holdings of butter July 1, 1914, showed an excess of 1,088,600 pounds, and on June 1st it was upwards of 10,000,000. The trade, doubting the correctness of the statement, would like to know what became of the stock between the two amounts.

CHICAGO.

Interesting News Notes and Happenings in Butter Circles.

[By The Creamery Journal Staff Correspondent.]

General conditions in the butter market are somewhat improved compared with the feeling which existed several weeks ago. Trading seems brisker, and the commission men who have a large amount of butter in the coolers which they expect to hold over for the fall trade now feel confident that they are coming through with colors flying.

Arrivals of butter have not been as heavy during the past week as they have been for a month or two. Much of the lightness of the receipts is attributed to the hot weather, which has caused shippers to use caution. Good butter is in high demand, but little is coming. Most of the butter is classed second, while not a little packing stock has been going into the coolers.

Manipulators of the market have been having the time of their lives since the petition to eliminate extras on call was turned down by the Chicago Butter and Egg Board. The amount which is being shipped into the local market is so small at the present time that the purchase of a very few tubs on call will cause an immediate influence on the price. However, the members of the Butter and Egg Board feel that it is better to permit the manipulators to have their way rather than run the risk of laying the organization open to the attack of the government on the ground that it is a conspiracy in restraint of trade under the Sherman anti-trust law.

Certain butter men have been called before a federal investigating committee during the past week in connection with a probe which is being made into the methods followed by the Western Cantaloupe Exchange, which is an organization of fruit men now under the fire of the government. On inquiry it was learned that these men were not called to tell anything they might know in connection with the butter business, but merely to give the facts, as they saw them, to the investigating body, in regard to the cantaloupe business. Many of the men called are big produce men, who handle fruits as well as butter, eggs, cheese and a large variety of products. The government contemplates no further attack on the butter business other than the suit which is now pending against the Chicago Butter and Egg Board.

Thomas Gallagher Jr., son of Tom Gallagher, of Gallagher Brothers, and one of the best known produce men in the country among the younger circles, will be mar-

ried in the fall. This much was announced by Tom himself in an inadvertent moment last week. The street has not yet decided what will be done about the matter, but it will be something worth while, that is certain. South Water Street spares neither purse nor attention on such occasions as this. Mr. Gallagher has grown up in the produce business, so to speak, and has a thorough knowledge of a large number of lines, of which butter is a leader. More than half of the business of the company is done in butter, and the butter basement of the building occupied by the company is one of the finest to be found in the entire city. Mr. Gallagher has the congratulations of the entire trade in entering upon this new state of existence.

The main topic of discussion on the street at the present time is the fruition of the plan for the moving of the produce district to a new location. Great excitement and discussion existed on the street for several days following the announcement by a member of the committee which has the matter in charge that the details of the plan had been worked out. The members said that if everything went as mapped out during the next few months the buildings in the new district would be completed and the exodus from South Water street would begin within two years. When it is considered that the plans of the committee involve the expenditure of something like the enormous sum of \$10,000,000, it can be imagined that this is a short time, and means that the plans of the committee are already well under way. There is no lack of capital to boost the project, in spite of the enormous sum involved. Napoleon Picard, the financier who put over the Insurance Exchange Building, Chicago, which is one of the largest and most expensive office buildings in the world, is attending to the details of the purely financial end of the proposition. Mr. Picard has no more than the ordinary business man's knowledge of the peculiar demands of the produce business. Therefore the work of settling the details has wisely been left to the committee jointly selected from the various South Water street organizations. This committee is headed by Will Wagner, of G. H. M. Wagner & Sons. He is the one man who knows where the new produce district is to be located, and he won't tell. However, it is certain that it will be one of two places: The first of these is the site which is tucked in the pocket at the junction of the Chicago river and Wells street, otherwise commonly known in Chicago as the "Old Northwestern Station and Railroad Yards." It is the territory formerly occupied by the Chicago & Northwestern Railroad before the company moved to the new district farther to the west. The station and the yards run along the river for more than a block, and would form an ideal place for the location of the district. The second site mentioned is the territory immediately north of the main branch of the Chicago river where it enters Lake Michigan. This territory is not in the least improved by any buildings, but has been created from dirt dumped into the lake from excavations. Both locations would answer the purpose well, as they are out of the congested loop district.

The plans for the district include a single building, with concrete as the predominating feature, which will be divided into spaces for the various produce houses. The poultry men will all be together, the butter men will all be together, the fruit men all together, and so on down the line. It will be forbidden that a concern in a different line should be allowed to locate in a space

sacred to some other line. The greatest care has been taken to maintain sanitation, and the poultry section, for instance, will be as far removed as possible from the fruit section, which will be in the other end of the building. The buildings will all face one way. There will be side streets but no buildings will be allowed to face upon them. Eighty feet away, across a great arcade, will be the terminal, which is capable of containing more than 750 cars. The terminal will be enclosed in a wall-like structure, which will have gates at intervals. Hauls, or "pulls," as they are called, will be allowed only at certain hours of the day. This rule will be strictly maintained. Think of the difference between a common railroad terminal which has connection with all the railroads, 80 feet away, and the present conditions, which require the express wagons to drive several different directions across the crowded city to the various yards of the different railroads. Under the new plan the railroads will agree to "set" all cars on track in the terminal ready to unload between 4:30 and 5:30 a. m. Within the terminal certain tracks will be sacred to certain lines of produce. For instance, the first two tracks will be for the unloading of butter, consigned from shippers to Chicago firms. Nothing but cars containing butter will be allowed on this track. Next will be the tracks for the cars containing eggs, next for cars containing poultry and so on down the line. An agent representing all the railroads will be on the spot. When a Chicago commission man sells a car of butter to a man in New York or Boston, who has come to this market to buy, this agent will issue a bill of lading on the spot, and the deal will be over in a few minutes. Compare that with the present condition, where the local merchant, after being obliged to ask the customer to go out to the yard where the car sits, to inspect the same, is then obliged to go back to his office and send a boy or a clerk over to the railroad office to get the bill of lading. Under the present conditions the chances for misunderstanding and mistake are so numerous that it is a mystery to the writer how the trade here gets by with as few blunders as it does. All of this will be changed and brought down to a single fine system under the new plan.

In working out the details for the new district the committee has not overlooked the certain expansion of the produce trade of the city. The members have peered far into the future, and feel that they have provided for at least the next 20 years. By the time that period expires it will be time to make new plans again. Although not more than 125 firms, at the highest estimate, will be eligible to move into new district, the concrete building which is planned by the committee will house at least 250. This is providing for the future increase.

Leases will be sold in 10, 20 and 30-year periods to the commission men. A holding company will be formed to take over the leases which now exist in the present South Water street district. That almost the entire street will move is now a foregone conclusion. To give some indication of the spirit of local commission men in respect to the new project it might be said that at a recent meeting of the Chicago Produce Trade and Credit Association, 95 out of 117 members present voted that they would favor the move. The plans were then in a tentative state, and there were many among the commission men who characterized the whole scheme as "bunk." But it is not bunk. To tell the truth, the writer has inside information, which he has pledged not to reveal just yet, that the plan has gone so far in a financial way that to

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Here are some of the ways to use the B-K hammer and hit the bad bacteria:

B-K destroys fishy flavors and all bad odors, leaves everything sweet and clean.

Use B-K for purifying your vats and churns. It makes the work easier and cleaner and quicker and makes the churn absolutely sweet and pure.

Wash and sterilize your separator with B-K before starting your day's work. Slime and filth will not adhere to the surface of a separator bowl treated in this manner. When you use B-K no brushing or scraping is necessary. You destroy the germs, render the slime harmless, besides saving ten minutes each time you wash the separator. The slime and all accumulated matter comes out in a solid sheet like an old hat.

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Rinse your cans with B-K dilution—more effective, faster and cheaper sterilization than steam. Ask us to show you proof. We can do it.

Before packing your butter tubs rinse with dilution of B-K. Destroys butter tub mould—prevents fishy flavor.

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B-K helps because it is a powerful germ killer; over ten times more powerful than carbolic acid, yet not a poison; clean, colorless, safe; no odor after use.

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603 Pioneer Building
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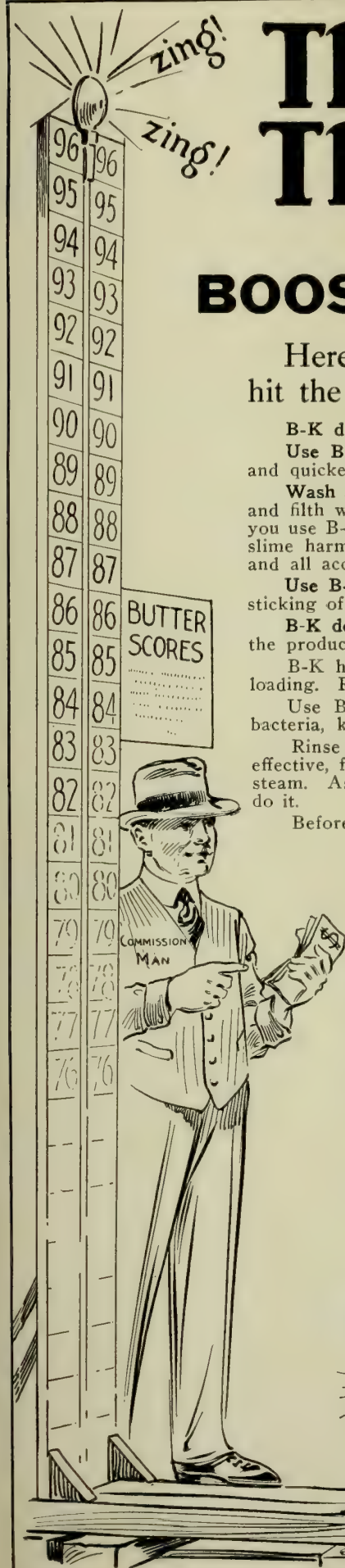
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Every Buttermaker to write asking us how we handle separators with B-K to keep slime and dirt from adhering to the bowl; also how the bacteria is cut down. Startling results in immediate cleansing and purification and a great saving of time. You head off your contamination of separators and pipes before it begins.

If you make butter from whey fat, write us for our simple plan which greatly increases the quality of butter made from whey fat. You can't afford to be without it. Write for our free bulletin 89 entitled "Better Milk." Lots of valuable information about the dairy and cream business. Send today. It is free. Also ask us about such points above as most interest you.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



lay down at this stage would mean not only financial disgrace, but heavy and endless litigation in the courts. It is therefore fairly certain that there will be no going back. The Rubicon has been crossed, as Caesar said when some of his lieutenants got cold feet on a certain invasion of Gaul.

One of the features which will appeal to all the produce men in the new plan is that the rents in the proposed district will be less by half than the enormous fees they are forced to disgorge to present landlords. The congestion of South Water street has become so great that the owners of the buildings have not hesitated to boost the rents to the ceiling, in spite of the fact that some of the buildings are more fit for wop shanties than for the transaction of a legitimate produce business.

The Bowman Dairy Company, one of the large local distributors of milk, is in hot water with the city authorities over an alleged attempt to dodge taxes. Judge Owens fined the dairy company \$150 for failure and refusal to file a tax schedule with the board of assessors. The dairy company entered a motion for a new trial, which was overruled. One of the features of the trial was a sensational battle, which almost came to blows, between Assistant State's Attorney Hayden N. Bell and Henry A. Berger over a question of authority. The men were held back by others in the court room and the judge threatened to fine them for contempt unless they changed their attitude. No reason for refusing to file a schedule would be given by the Bowman Dairy Co.

The report for the month of June from 45 cold storage warehouses of the country has caused a great amount of satisfaction among the members of the local butter trade. Here is the report: The excess over the same month for last year is 1,088,600 pounds. In May the excess was some 8,000,000 pounds. The total amount of butter in the cold storage warehouses reporting for the month of June, 1914, was 43,173,500 pounds. This does not include the holdings of the packers, who refuse to report. What do these figures mean? What is their import to the butter receiver and to the shipper? They mean, in the opinion of the writer, that the holdings of butter are far less than has been imagined, and that if the market this summer is not too heavy, the market is destined to be strong this fall, with good prices paid all around the circuit. The trade will be going to the coolers the latter part of July, perhaps, and butter will go up and stay up for the rest of the winter.

Labor troubles threaten to injure the butter business in Chicago. The row started with the organization several weeks

ago of the teamsters and other workers who unload butter at the railroad yards. The men formed a union, which has become allied with the American Federation of Labor. The main question at issue seems to be whether or not the commission men shall have the right to employ men who are not members of the organization. The commission men have submitted a compromise which it seems may be accepted by the members of the union. The compromise is to the effect that the commission men shall have the right to employ outsiders when they cannot secure enough members of the union in a pinch to do their work. The produce men fear that if they give in to this request of the union entirely it may place them at the mercy of the organization at some time in the future during a rush. It seems possible that the union will listen to this most reasonable proposition and that the trouble may be averted. Otherwise a strike may occur which will be serious both in nature and duration.

While there is little doing in a business way on the street at the present time, there is more or less horse-play, which will be seen from the following incident:

Joe Borden, of S. S. Borden & Co., was telling them all on the Butter and Egg Board the other noon how he was the best sprinter that Georgetown University ever turned loose without a degree. Every person in the room seemed convinced but Don Kilbourne, of the newly organized butter firm of David-Kilbourne Co.

"Pooh!" said Don.

"You don't think I can beat any man here in a hundred-yard dash?" asked Borden, swaggering around the place with a figurative chip on his shoulder.

"No, I don't," said Kilbourne with emphasis, "and what's more I think that I can beat you hands down without any trouble at all."

"Boys," said Jesse Lepman, of Lepman & Heggie, "there's only one way to decide this. Out in the street, everybody!"

And that's what they did. A hundred yards was marked off in Lake street in front of the Marine Building, which houses the Butter and Egg Board.

"On your marks! Get set! Bang!" They're off, although a clap of the hands was substituted for the "bang" of the usual pistol.

Kilbourne won by a nose, after one of the most exciting and well applauded races in the history of the street.

"He jumped the gun!" yelled Borden, as soon as he got his breath.

"That's all right," said Kilbourne in a soothing tone. "Don't think because you can run for sergeant-at-arms of the Butter and Egg Board on the family ticket and get there that you can win in every race you enter."

BOSTON.

Cold Storage Stocks Increasing—Good Demand for Immediate Distribution.

[By The Creamery Journal Staff Correspondent.]

Very little change can be reported in the butter situation here since our last review. Receipts continue fairly liberal, large speculative operators are still holding back and stocks in cold storage warehouses are steadily increasing. The latter are owned principally by receivers who cannot dispose of their goods at any price over cost, and by country shippers who advise holding for some advance. There is, however, a good demand for immediate distribution, and in this way a liberal portion of the surplus make is passing off into consumptive channels. So far as high grade creamery is concerned holders are confident in their views, but for all the under grades dealers are anxious to get them off their hands as quickly as possible. This latter feature has a tendency to check any material rise in prices, and gives retailers an opportunity to serve their customers with a fairly good article at a low rate.

Creamery that scores 93 points and more has been selling the past week at 27½c, with special brands at 28c. Some lots shipped in as extras have been hard to sell at over 27c, but for the average extra 27½c is the ruling price. These figures cover most of the western extras coming here. Occasional fancy makes from northern parts of Vermont and New York are not offered under 28c, and some are held higher, but they are distributed mostly in a jobbing way, or put into storage for future use. These goods come here principally under contract, for which premiums over current quotations are paid to producers, and which in the fall or winter come into competition with foreign arrivals.

Creamery grades coming under the head of firsts take a wide range, because some lots are well up in quality, and pass for a low extra, while others run down near a second, with a range of from 25@26½c, but the past week, owing to some accumulations, buyers found plenty at 26c. When the market takes a weak turn it is felt first in these goods. Seconds rule quiet at 23@24c, and thirds at 20@21c. Ladles rule principally at 19½c, and packing stock is nominally 18c. Renovated is fairly steady at 22c for No. 1. At this season there is a good trade in creamery packed in five-pound boxes, which command ½@1c more than tub quotations. These are sold principally to grocers who have a first class trade. Generally viewed it looks as if prices are about as low as they will go this season. But if there should be a heavy make during July and August there may be some decline. But the chances are for some stiffening up, especially on the high grades.

Last year there was a slight easing off in the third week in July, but in August the market gained strength and with a few checks kept on gradually rising until the close of the year. This would probably be the tendency this year were it not for the fear of large arrivals from foreign places, but on this matter opinions widely differ, and it is hard to forecast the future. On the part of some dealers there is considerable disappointment because prices of extra creamery are holding up as high as they are, while others talk as if they were confident that high grade creamery is good property at present values. We incline to the latter view.

The statistical situation here as shown by the statement of movements for the month of June are fairly satisfactory. Receipts for the month amounted in round

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Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

First in Butter—First in Cheese

The First Prize Winners in the June Minnesota Contest both used
ERICSSON'S CULTURE

BUTTER

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1st—P. Kvale, Emmons, score 95 1-2

1st—Jos. Paronteau, Mantorville

Our Culture is the best. You will have no difficulty in believing it is if you send for a free sample and try it.

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ST. PAUL, MINNESOTA

numbers to 13,700,000 pounds as compared with 13,000,000 pounds for the same month last year, an increase of 700,000 pounds, but for May and June there is still a decrease of 400,000 pounds as compared with a year ago.

The consumption or distribution for the past two months figures out an increase of 1,200,000 pounds as compared with last year. This is one of the most encouraging features of the situation and inspires us with bright views for the future. It is the result of the ruling reasonable prices, which we hope will continue for at least a month longer.

On Saturday, July 11th, the stock in cold storage warehouses in Boston amounted to 209,006 packages as compared with 213,530 packages same time last year, a decrease for this year of 4,524 packages.

For the week ending July 11th, receipts aggregated 3,534,784 pounds, against 2,870,393 pounds the previous week and 3,766,850 pounds corresponding week last year.

When these figures are closely looked into it will be found there is no cause for alarm, so far as any surplus is concerned, and we see no good reason why buyers are so much afraid of stocking up for future use.

The Cost of Pasteurization.

With a properly designed and properly operated plant, the average cost of pasteurizing milk is \$0.00313 a gallon, and of cream \$0.00634 a gallon, according to tests recently conducted by the United States Department of Agriculture. These tests also show that the "flash" process, by which milk is raised to a temperature of 165 degrees Fahrenheit and kept there for a moment only, is more expensive than the

"holder" process, in which milk is maintained for 30 minutes at a temperature of 135 to 145 degrees. The "holder" process requires 17 per cent less heat than the other and, in addition, there is a saving on the expense of cooling. For hygienic reasons, also the department recommends the "holder" process.

Many milk plants and creameries, it was found, do not attempt to make any use of the latent heat in the exhaust steam from their engines and steam-driven auxiliaries. This heat would be sufficient, in many cases, for all the pasteurizing done in the plants, if it were properly utilized instead of being permitted to go to waste. When exhaust steam is used, it is calculated that for every 400 pounds of milk pasteurized per hour with it, one horsepower is taken from the boiler load, with a consequent saving in fuel cost.

Another common source of waste was found to be the faulty arrangement of the apparatus and leaky piping. The loss from these causes may run as high as 30 per cent of all the heat required, a loss that can be reduced to negligible proportion by proper arrangement. The use of the regenerator, in particular, by which a large portion of the heat in the pasteurized milk is transferred to the raw product, is also an important factor in securing maximum economy.

In considering the cost of pasteurizing, the investigators estimated the life of the necessary apparatus at four years, and the annual depreciation, in consequence, was figured at 25 per cent. This is due to the fact that the whole dairy apparatus must be taken apart after each operation in order to give it a thorough cleaning. This necessarily results in rough usage. The mechan-

ical equipment, such as the engine, boiler, shafting, etc., has, on the other hand, been considered as depreciating at the rate of only 10 per cent per annum.

In these tests, the results of which are contained in Bulletin 85, the investigators have confined themselves entirely to the engineering features of pasteurizing, their object being to ascertain as closely as possible the necessary cost of the process. The hygienic and sanitary aspects of the question are covered in other publications of the Department of Agriculture.

Members W. B. A. Attention!

The 13th annual report of the Wisconsin Buttermakers' Association has now been distributed by parcel post to all members. If for any reason any member did not receive his report, the secretary would consider it a favor if such member would notify him regarding the matter.

As there are from 400 to 500 members in this association, it is a difficult matter to keep tab on all the changes of addresses, especially in the springtime. Therefore, if any member did not receive a copy, it is probably because we sent the copy to his address as given at the convention.—G. H. Benkenndorf.

The Peerless Creamery at Muskogee, Mich., formerly owned by Chas. Campbell and J. P. Caulfield, is now owned by S. L. Fiester and J. Knudsen, of Chicago. They are in possession.

A creamery and canning company has been organized at Pensacola, Fla.

A new creamery is planned for Stockport, Iowa.

Necessity of an Ice Cream Standard

By THE MINNESOTA DAIRY AND FOOD COMMISSIONER

In opening the discussion, it may be well to state that the ideas advanced are based upon my experience in enforcing the Minnesota ice cream law.

A. The necessity for standards covering ice cream will be best understood by those of us who are familiar with conditions as they existed eight or 10 years ago before any attempt had been made to bring it under official food control. I will not at this time attempt to cover in detail the then existing conditions; it is sufficient to state that they were deplorable.

In January 1907, the dairy and food commissioner of Minnesota called in consultation the manufacturers of ice cream who could be reached within the state, for the purpose of agreeing on what should constitute a legal standard for that product; with the result that 12 per cent butter-fat was unanimously agreed upon as a proper legal requirement. Chapter 124, G. L. 1907, was then drawn, was passed by the legislature and became effective April 6, 1907. Now, this method of standardization was not new. Insofar as the laws of Minnesota are concerned, we had long before that time standardized milk, cream, butter and cheese and the courts, without exception, had sustained said standards whenever the law was contested. There is not the least doubt in my mind that the courts of the state will decide, as in the cases referred to, that Chapter 124 is a just and proper law for the protection of the consumer against deception and fraud. I am also of the opinion that the courts will hold that ice cream, as now manufactured, is a dairy product and should, of necessity, be standardized.

B. It would seem that a reasonable standard for ice cream could be found by a decision of a majority of disinterested, sensible, unprejudiced men familiar with present conditions of production, as well as the ingredients that go to make up the finished product. They should not be interested financially in its production. You are all familiar with the present range of standards of the various states, as well as the decisions of the courts of some of the states whose laws have been attacked. Both of these subjects may or may not be used in reaching a conclusion concerning said standards. Assuming that a decision has been arrived at and that a lower priced product is demanded by some of the consumers, or even desired by the manufacturer, we now approach the sub-standard product, together with the accompanying regulations as to labeling. In illustration, ice cream containing butter-fat in the quantity set forth by law should be labeled "Ice Cream Manufactured by John Doe, Portland, Maine." If a sub-standard be desired, it should be labeled "One-half Standard Ice Cream. Contains . . . per cent

butter-fat. Manufactured by John Doe, Portland, Maine." A product containing less than one-half the standard requirements will be within the milk class, and should be labeled "Iced Milk," giving the percentage of butter-fat, together with name and address of the manufacturer. If made from skimmed milk, it should be labeled "Iced Skim-milk," giving the name and address of the manufacturer. It is, of course, understood that the numerous recipes of the cook books may be frozen and sold under their proper names, but may not be sold as ice cream.

C. The feasibility of the butter-fat standard should be apparent to all, for the reason that butter-fat can always be recovered and is more stable than the other ingredients which go to make up the finished product; and for the further reason that it is in use in several other food products as the basis of their legality.

D. There is no good reason why a harmless filler should not be used.

E. The filler that appears to give the best satisfaction is gelatine. The quantity should not exceed .5 of 1 per cent. I am aware that there are persons who decry standards for ice cream. Some years ago, at a meeting of ice cream manufacturers in Chicago, the president of the association, addressing the members, said: "We do not want a law that makes standards. When you ask for 1 or 2 or 8 per cent of butter-fat in ice cream, you are asking for an arbitrary standard. We are Americans; our standard is as high as the heavens, and whatever people want and are willing to pay for, give them," which is equivalent to waving the flag and urging your wife's relations to go to Mexico. That the people of Illinois were not in love with the heavenly standard is evident, for they later adopted the standard based on the per cent of butter-fat, which proves conclusively that they are practical as well as American.

The adoption of standards by legislative enactment protects the consumer from deception and fraud. The advocates of no standard for ice cream are well aware of that fact, but say these advocates: "We will protect the public by giving them superior goods, recipes from good old cook books of other days and other methods." Where can these superior so called ice creams be found? You look in vain for them in a modern ice cream plant or eating place. If found at all, it is in a lobster palace on the "Great White Way," prepared by a chef and sold at a price per service that would keep an ordinary consumer's family for a week. They tell the public, when you ask for 1 per cent butter-fat in ice cream, you are arbitrary. It follows that you are 10 times as arbitrary when you ask for 10 per cent butter-fat. I beg to remind the advocates of no stand-

ard for ice cream that all laws, and regulations authorized thereunder, are of necessity arbitrary. The federal food and drugs act, as well as the pure food laws of every state, are arbitrary and therefore insofar as their interests are concerned, should be set aside. Their counsel has attacked the laws of several states which regulate the manufacture and sale of ice cream. Was it the protection of the consumer or of their own interests that supplied the underlying motive for such attacks? Their purpose is so apparent that it should deceive no one, and if they are satisfied with the results thus far accomplished, the food officials, whose duty it is to enforce the laws, have reason to feel grateful. I am in position to state that there is a very nice profit in the manufacture of ice cream containing 12 per cent butter-fat. As a matter of fact, it is so profitable that agricultural schools and colleges of the northwest are teaching the methods of manufacture to their students, with the result that many creameries have taken it up as a side line and are creating a market for a product that has approximately three times as much overrun as creamery butter.

I am, therefore, a firm advocate of a butter-fat standard for ice cream and am of the opinion that the day of heavenly standards and go-as-you-please methods is of the past. They have been replaced by a percentage basis of value and laws for sanitary food control.

As before indicated, the most important factor is the adoption of a standard that will be uniform throughout the United States. Other subjects may arise from time to time, but they are matters of detail, and should not be allowed to interfere with the adoption of a satisfactory ice cream standard.

New Method of Sterilizing Milk.

A new German invention for producing germ-free milk, known as the "biorisator," is said to be in successful use at dairies in Leipsic and Dusseldorf, and a favorable report upon it has just been made by W. Freund, who has investigated it on behalf of a German association of wholesale milk dealers, says the Scientific American.

The advantage claimed for the biorisator process, as a substitute for the ordinary methods of pasteurization and sterilization, is that while it insures the destruction of pathogenic germs, it produces no change whatever in the chemical composition of the milk. The latter retains all the properties of raw milk, and can be used for cheesemaking, besides keeping much longer than either raw or pasteurized milk.

The essential features of the process are that the milk is poured into a pressure chamber, where it is subjected by a pump to a pressure of four atmospheres; it is then conveyed by the same pressure to a large cylindrical vessel, which it enters in the form of a fine spray, and is, at the same time, subjected to a temperature of 107 degrees Fahrenheit. From the cylinder it passes through a cooler where its temperature is rapidly lowered to at least 50 degrees. From this it flows to a bottle-filling machine. The peculiar merit of this process appears to be that the milk is subjected for only a brief time to the sterilizing temperature while in the form of a spray. Another advantage is that no milk is lost by evaporation.

The Shreveport, La., commercial club is interesting itself—and trying to interest the neighboring farmers—in a creamery.

The Mott, N. D., creamery is reported making 100 tubs weekly.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

25 South Water Street
PHILADELPHIA

Merrell-Soule Patent on Spray Milk Powder Process Declared Valid By Court

In the suit brought by Merrell-Soule Co. against Powdered Milk Co. of America, a decision was rendered by the United States Court for the Western District of New York declaring the Stauf Patent for producing Powdered Milk by the Spray Process and owned by Merrell-Soule Co. valid and infringed.

The Court holds among other things that "The claim contains in terms no limitations as to the form of the devices used in practicing the process." In other words, this is a process patent covering the spraying of milk and is not limited to any particular machine or device.

"The expert witness for the defendants makes reference in his deposition to many patents granted anterior to the patent in suit in which it is claimed that spraying a solution into air to evaporate the water content and leave the solid in powder form is shown, but I am not satisfied that such was the fact. While there were a number of prior processes of one kind or another showing the spraying or injection of liquids into a chamber or casing, still none of them was shown to be capable of accomplishing the result of the patent in suit."

The Merrell-Soule Co. take this method of informing the trade that this decision gives us the exclusive rights for manufacturing milk Powder by the Spray Process and wish to warn all manufacturers of milk powder that this process is the patented property of Merrell-Soule Co., and all others using it are subject to prosecution.

During the past year while this suit was pending, we prepared ourselves for this verdict and wish to notify all buyers and consumers of milk powder that we are in a position to handle all orders on instant notice and are so organized that we can give you the best of service as well as the best of quality.

A copy of this decision will be forwarded on request.

Merrell-Soule Company



Syracuse, New York

Wisconsin Scoring for July

ARTHUR OESTRICH, ROSENDALE, 96.16

An average score of 92.59 was placed on the 91 tubs just scored at Madison. This sets another high mark for butter made during the summer months, and it is a credit to a large number of creamerymen and patrons as well.

There seems to be a decrease in a number of exhibits, indicating that a high acid cream has been churned.

Nearly all of the tubs that received a score of 94 and higher were made from cream that was rather sweet when cooled to churning temperature. At this season of the year it is always a good plan for every factory operator to cool his cream within a short time after it is delivered to the factory.

If possible the cream should be pasteurized, then cooled to 65 and a liberal amount of starter added and the cooling continued.

If the cream is not churned the day it is delivered, the temperature should be sufficiently low to insure the correct temperature the following morning, namely, 50 to 52 degrees.

Take Proper Attitude.

Several factory men during the past month have taken definite steps with a view of obtaining a higher grade of cream. In a measure they have met with success, very largely because the management and the buttermaker have wished to co-operate. Creamerymen located in the territories where all of the farmers skim the milk on the farm must take the same stand before all of the butter is improved. Good butter is the only grade that sells readily.

One man remarked: "For awhile I feared that I would lose my position on account of the stand I am taking for quality." Another wrote: "I am going to succeed in getting all of the patrons to produce clean flavored cream." The progress was slow because in former years this factory had no standard. This is the key to the actual situation in the state. Creamerymen very largely had no standard. If they did have one it was quantity and not quality, consequently the farmers became careless and indifferent. They knew that the can of cream would find a market somewhere.

The low mark in quality has been reached and indications point toward an improvement in all of the Wisconsin butter made from cream skimmed on the farm.

Hauling Must Be Regulated.

No credit can be given to the cream hauling system for the improvement that has

been brought about. In a large measure they still continue to invade new territory with a view of increasing the weight of the load of cream.

It is not the intention to do away with the cream hauler. He is a necessity where the busy farmer cannot deliver his own product, but he should not be permitted to go into territory covered by the hauler from a neighboring factory.

As a rule the appearance of the cream hauler's cans are not a standard for cleanliness. Very often they become dirty in appearance because they are not covered while being hauled over the dusty roads.

Buttermakers Deserve Credit.

The exhibition men deserve credit for the manner in which they handled the July exhibit. Very few tubs were received in an overheated condition on account of not being properly cooled and packed for shipment. Some men should exercise greater care in the finish that is given to the lining of the tubs and in placing the circle and salt on top of the butter.

Butter Scores.

Below is a list of the men sending butter to the July scoring receiving a score of 90 or above and wishing their scores published:

	Score
Robt. S. Anderson, Northland	91.16
C. P. Andreasen, Ladysmith	92.00
Camilla Anderson, Weyauwega	90.50
Ed. Bolstead, Deerfield	92.00
L. L. Bolstead, Basco	95.33
Killian A. Burkart, Green Bay	91.50
J. L. Bjerking, Beldenville	92.00
R. C. Cleaves, Iota	93.83
John A. Bethauser, Coloma	92.50
Wm. Carl, Bagley	90.83
W. F. Conway, Troy Center	95.66
Clarence Fostved, Crandon	92.00
Chris Christensen, Rose Lawn	96.00
Michael Thinner, Cross Flaine	91.33
Ernest A. Cobb, Sun Prairie	92.50
Christ Christenson, Amherst Jct.	93.16
Odin Christensen, Nelsonville	92.50
Walter Christensen, Klenvenville	93.00
Val Dressler, Louisburg	92.00
W. J. Dehn, La Valle	93.00
H. N. De Goller, Cambridge	92.66
A. R. Darling, Columbia	91.82
Rudolph J. Else, Helenville	95.33
Farmers' Cry. & Supply Co., Weyauwega	91.16
Farmers' Cry. Co., Prescott	92.33
Farmers' Co-op. Butter Ass'n, Tomah	91.16
H. E. Griffin, Mt. Horeb	95.66
Grave Bros., Columbus	93.50
R. A. Garlick, Neshkoro	91.83
W. F. Gerholz, Mt. Horeb	94.00
W. F. Gerholz, Mt. Horeb	95.00
Albert Guth, Plainfield	90.00
Hugh Heiney, Whitewater	95.50
Ole Hanson, Hazel Green	91.66
Ilen W. Hofacker, Zenda	95.33
H. C. Jockinson, Green Bay	93.00

Carl Jorgeson, Rose Lawn	95.83
H. A. Johnson, Westby	92.33
H. C. Koenig, Plain	91.00
P. Kristensen, Cushing	95.50
Paul Kottke, Cedarburg	94.66
Max Klaff, West Salem	93.00
H. W. Kircher, Fisk	92.00
Olaf Larsen, Fennimore	92.16
H. A. Louis, London	92.50
Axel Larsen, Durand	93.83
Earl Longteau, Green Bay	93.00
Dan McCoy, Seneca	92.66
F. J. Mathews, Brille	91.50
N. Mayenschein, Willsboro	90.16
A. C. Marks, Shennington	92.16
C. Sorensen, Meriden	91.50
Joseph Merkel, West Bend	92.00
W. A. Moyes, Ironton	93.50
A. M. Newman, Black Earth	92.33
H. D. Nichols, Elkhorn	94.83
Arthur Oestrich, Rosendale	96.16
Lauritz Olsen, West De Pere	94.66
Frank O'Hearn, Melrose	91.50
F. D. Packard, Prescott	92.66
P. E. Peterson, Hersey	92.50
Hans Pederson, Warren	92.66
Louis Peterson, Bonduel	94.50
Ernest Priebe, Princeton	93.00
D. W. Respalge, Waupun	92.33
W. J. Schilling, Mellen	90.66
Frank Sheperd, Mt. Sterling	91.83
Jac. Schiller, Peebles	94.66
Jno. Schield, Fall Creek	91.16
J. J. Saurer, Clinton	95.50
J. J. Thul, Amery	92.83
W. J. Schilling, Warengo	91.00
W. D. Wallace, Alma Center	94.00
Ernest E. Walline, Potosi	90.66
T. M. Werner, Waterloo	93.00
T. M. Warner, Waterloo	93.50
T. M. Warner, Waterloo	95.00
D. F. Wallace, Alma Center	94.00
Wyocena Cry. Co., Wyocena	91.50
H. H. Whiting, Johnson Creek	96.00

The Farmers' Creamery and Produce Company, of Williston, N. D., has been organized with a capital of \$10,000.



J. H. Sasseen.

J. H. Sasseen, of Des Moines, Iowa, resigned his position as state milk inspector and is now western representative for the PaPro Company of Lowville, N. Y., manufacturers of the San Lac seal, and also large manufacturers of common milk caps. Mr. Sasseen has been connected with the state department under Commissioner Barney for five years, most of that time being city milk inspector for Des Moines in addition to his state duties. He, perhaps, is directly responsible for the organization of the Iowa Retail Milk Dealers' Association, and has been very active in lending the officers valuable assistance from time to time. His headquarters will be in Des Moines as heretofore. We congratulate Mr. Sasseen on his connection with a firm like the PaPro Company, and they, too, are to be congratulated on securing a man like Mr. Sasseen.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Ice Cream Making.

To the Editor: I want to ask if you can recommend to me a good practical guide to ice cream making. I have had several little difficulties of late, which I want to eliminate. I am having trouble in keeping ice cream in a good, hard condition. I thought you might know some book or books which thoroughly dealt with the subject.—C. A. H., Michigan.

The difficulties which Mr. Head has experienced are likely due to the fact that the ice cream is not properly packed after it has been frozen. The ice cream should be frozen to a temperature of about 36 degrees F. In accordance with our experience, that has been very satisfactory. After it has been frozen it should be transferred to the packing cans immediately, and these cans should be packed in ice and salt. From 5 to 10 per cent of salt should be used in packing. If the ice cream containers are kept in a packing tank, then the brine should be drained off twice a day. This is usually done in the morning and in the evening. The ice and salt should be thoroughly packed around the containers, with three or four inches of ice and salt over the containers. If it is packed and kept packed in this way there will not be very much difficulty in reference to the ice cream becoming coarse.

Some of the ice cream manufacturers ship cream which has not been thoroughly hardened. This is certainly a very unwise policy to adopt, as such cream will never be in a suitable condition to be served as it is very seldom that the retail dealer has the time or facilities for hardening ice cream which is soft when received.

We would suggest that Mr. Head use some filler. Gelatine may be very satisfactory if it is of good quality, but it has been our experience that if gelatine is not of very highest quality it will greatly increase the germ content of the cream. Commercial fillers and gum tragacanth are also used by this department to advantage.

Our bulletins on ice cream making are out of print with the exception of one on lacto, which we are mailing to Mr. Head's address. We would also suggest that Mr. Head write to the Vermont Experiment Station, Burlington, Vt., and ask them for a copy of their bulletin No. 155. There is not very much literature available on ice cream making. He should write for the book entitled "Ice Cream and Cakes" which is published by Chas. Scribner's Sons, New York City, and also for "Miller's Standard Recipes for Ice Cream Makers," published by Laird & Lee, of Chicago.—M. Mortensen.

We can furnish "Ice Cream and Cakes" for \$2 and Miller's Standard Recipes for Ice Cream Makers" for \$1.50.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

NEW INVENTION for separating cream. Centrifugal Liquid-Separator. U. S. Patents for sale. Never been offered before. Address Mrs. Hannah Edlund, 117 Lockwood St., Providence, R. I.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

POSITION WANTED—By a competent butter-maker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

Chr. Hansen's Lactic Ferment

PRODUCES
BUTTER
of Quality

Therefore the *Butter and Cheese Culture* for you to use.

Scores on Butter

	Score
G. Stussi, Manchester, Iowa....	97.50
H. H. Whiting, Cedarburg, Wis.,	97.00
F. V. Merryfield, Troy Center...	96.33
H. Nichols, Elkhorn, Wis.....	96.33

Scores on Cheese

	Score
H. A. Kalk, Sheboygan Falls...	98.75
A. C. Worth, Appleton, Wis....	98.50
J. Van Epps, Fremont.....	98.00
A. F. Peterson, Appleton.....	96.50

A Satisfied Customer

"I received the highest of all scores, 98 points, at Iowa State Fair, because I used Chr. Hansen's Lactic Ferment. And I don't think there is any better made than Chr. Hansen's Culture. E. B. Olds, Sumner, Iowa."

Chr. Hansen's Laboratory

Milwaukee,
Wis.

Little Falls,
N. Y.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, JULY 15, 1914

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting not decided. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modes-to, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Minnesota State Fair—Hamline, September 7th to 12th. J. C. Simpson, secretary, Hamline. Andrew French, superintendent Dairy Department, 345 Endicott Bldg., St. Paul.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

Central Dairy States Butter Contest—Mason City, Iowa, August 17th to 21st. Buttermakers' day, August 20th. Chas. H. Barber, secretary, Mason City, Iowa.

Iowa State Fair—Des Moines, August 26th to September 4th. A. R. Corey, secretary; W. B. Barney, superintendent Dairy Exhibits, State Capitol Bldg., Des Moines.

Just let your thoughts ramble along the never ending business enterprises based on the dairy cow and the number of people drawing their daily bread from this mother of men. The milkers and other farm workmen; the creamery; the milk dis-

tributer; the butter interests; the cheese industry; the ice cream factory; the machinery factories that turn out various devices used directly by the dairy industries; farm and barn equipment; plants turning out tools and implements for dairy farms and barns exclusively, and then, the many manifold interests that the dairy cow assists in supporting. Think of the thousands and thousands of men, women and children, dependent on dear, gentle old bossy, and then you can begin to realize the value of an institution like the National Dairy Show, to act as a clearing house for everything in the dairy line, and to stimulate increased interest in the cow, that these thousands may live and have their being, and that the whole human family may thrive upon the universal staple—milk. No matter what branch of the dairy industry you may be attached to, the National Dairy Show has something of value to you in your line.



Every buttermaker would be glad to have more good patrons like Bill Jones or John Smith. They don't bring the most milk or cream to the creamery, but they never complain, they are business men and they are boosters for the creamery. They are the ideal patrons. Is hasn't been more than three years ago since they were among the "knockers" in the community and were the means of making a good buttermaker lose his job. What a difference! And why? They were given a different viewpoint of things by a good dairy paper for which an agent got them to subscribe. They said they didn't need the paper to tell them how to farm, but they liked the premium. They got to reading—they were converted. They are good patrons now because they understand. Buttermakers! If you can get your patrons interested in a good farm paper you will be doing a great thing for the future of your creamery.



It's a mighty hard proposition to tell some farmers that their milk is dirty and convince them that it is true. But when you run some of it through a sediment tester right before their eyes they haven't much to say except—"how the dickens did that get in there?" The farmer who sees the test made takes the dirty disc home and shows his wife. She, too, "can't understand it," and soon she has her hubby convinced that the milk dealer put up a job on him. "There was dirt in that blamed machine. They are always inventin' somethin' to beat us poor farmers out of our milk." Then the infuriated wife goes to the buttermaker herself and tells him what she thinks—but this is only one of the difficulties experienced whenever anything is produced that throws the average farmer out of the groove he is used to traveling in. Use the sediment tester.



This year there is to be a Women's Club Day at the National Dairy Show. Possibly the sight of a real cow and a demonstration of how milk and butter are produced and handled will cause them to put up their "hammer" against the imaginary high price.

Why Does Your Neighbor Get More Money for Butter than You?

Inquire and you'll find that the most successful dairymen use

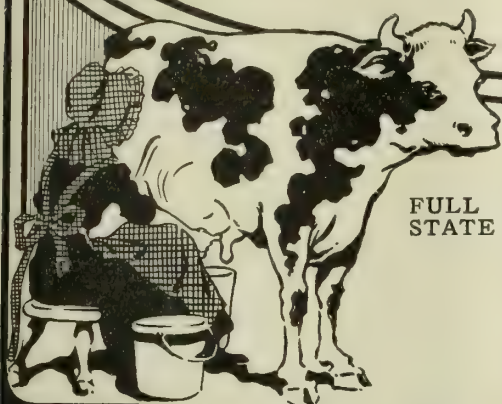
Dandelion Brand Butter Color

It makes butter bring the top price.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Butter-milk.

Statistics show that there has been a decided increase in the demand for and consumption of butter-milk during the past two years, due to the spreading knowledge of its value as a food product. Butter-milk, being a by-product, necessarily is subject to many variations in its composition and to many abuses in its handling and distribution. The variations met with in the composition of butter-milk render it impossible to establish any fixed chemical standards for the product. Hence, there has been no attempt made, either by state or municipal authorities, to establish regulations controlling butter-milk.

Many complaints of butter-milk have been made by chemists in several of our large cities during the past year. Investigation of these complaints has revealed the fact that much sour pasteurized milk, sour skim-milk, whey and even watered butter-milk were being sold as butter-milk, and that the system of conducting the butter-milk business permitted the occurrence of many abuses in the industry. Departmental regulation of this industry thus appears to be rendered very necessary. In endeavoring to establish such regulations, the city chemist of Milwaukee, for instance, has begun an investigation of the butter-milk that was being sold in the Milwaukee markets during the summer months, for the purpose of recommending standards for the product. This investigation has not been carried along far enough, however, to permit of such recommendations, but it will be continued during 1914 and until the desired information is obtained.

There is talk of a cheese factory for Howe, Okla.

The Langdon, N. D., creamery has again opened for business. The prospects are very bright for a successful year.

The creamery at Culdesac, Idaho, has again opened and will manufacture butter, cheese and ice cream.

A stock company has built and equipped with the necessary machinery a creamery at Virden, Ill., and put the same in operation recently.

The new creamery at Spearfish, S. D., is now in operation.



Gust Kruempel Dead.

On July 9th occurred the death of Gust Kruempel, the well known North Dakota buttermaker. He was at La Moure for a number of years, while there winning many first prizes and leading the dairy industry

in that community. Recently he moved to New Rockford, N. D., and started the creamery there. His sudden death will be a material loss to the dairy and creamery business of North Dakota.

The Value of an Attractive Package

PARTICULARLY IN THE CREAMERY BUSINESS

Anyone glancing over the current issues of the many publications carrying considerable advertising will note at once that today merchandise that is packaged is the real seller. The public is educated and being so more daily to demand articles of use that are placed in the hands of the dealer in neat and attractive packages or containers. Tooth brushes—special packaged chewing gum, toilet preparations, unlimited food products and many other articles are known by the package they are sold in. It gives them a distinctive value that makes them known and adds a special value to the producer. Only in recent years has the dairy trade taken any real action in the line of packages or containers for their products. The old milk can and dipper no longer find a place among the modern ways of delivery. One may look back only a few months and find that not a package of practical construction was manufactured suitable for the delivery of cottage cheese—very few dairies found a market for this by-product. Thus tons of whey found the sewer or pig pen its resting place. The housewife never bought the hand-made balls of cheese because the method of delivery was not as she had been recently educated to receive her other dairy products. This condition was soon caught upon by some manufacturers of one-time-use containers that began a campaign of education among the dairymen showing how cottage as well as other cheese products could be made big sellers and big profit makers if placed in a package that would appeal to the housewife and the trade

in general. That campaign was successful. It meant that most every large dairy in all the large cities sold what once was a non-profit producer at a handsome profit and at the same time received or made an advertising value in their business that could not otherwise have been attained. Soon hundreds of smaller dairies in the smaller towns adopted the method and cottage cheese became a popular seller and a household requisite.

Neat, attractive packages play an important part in any dairyman's business. If the package is right and the product that is sold in it has merit, no amount of competition in any community can stop the sale. The package, if it be individual in appearance, stands alone in its field, will be the means of the product being sold to a class of people that otherwise could never be reached. Dealers have been known to extend their sales to people they never hoped to sell.

Display value means much in store sales. The fact that dairy products are dairy products is about as far as the fellow who is asleep is concerned. But the fact that dairy products neatly packaged sell at a greater profit is an item of importance to a fellow who wishes to increase his business and succeed.

Anything neatly displayed, either in a store window, on the shelf, or placed in a customer's hands is bound to mean a repeated call for the same product, is sure to advertise itself in any community.

The value of a container that carries a neat printed label will readily be seen in

the following, which was not only tried in one city successfully but in many. A dairyman made more cheese and butter-milk than could be sold to his trade, through his everyday wagon delivery. Some means had to be found for the sale of this surplus, so he selected a package and had his advertisement printed on the container. He appealed to the grocerymen in his town to sell these two products to their customers. He figured his price so he made a profit, but allowed the grocer a greater profit. As a result he unloaded a greater quantity each day and placed in the hands of many a purchaser a package of his goods that otherwise would never have been sold had he waited for his drivers to sell it. Soon he felt a gradual increase in his general sales, and investigation showed that those who purchased his packaged product at the grocery counter were ordering his milk and cream—having his wagon stop daily with his entire line of products.

The neat, attractive package properly labeled or printed, accounted for the increase. It was his silent advertising agent—on the job every minute.

In selecting something to carry your products never be influenced by the novelty of it. Be sure of practicability and that you will carry on your newly adopted method in spite of many small obstacles that may present themselves by or through your competitors. If your package is a good one and your competitor wished he had adopted it first, he will begin to "knock." That's a boost, and you can rest assured you're on the right track.

A large manufacturing concern in the east making wood fiber one-time-use containers have been enabled to increase the use of their ideal package through offering the services of their business building department—that is, a department that offers suggestions to the users of their goods, oftentimes laying out an advertising campaign and managing the intricate details for their customers. This concern is not only interested in the sale of their own goods but takes an interest and active part in the sale of the foods that are put up in their packages. In this way the manufacturer of the container, the producer of the food, the retail man and the customer all become acquainted, and large and profitable sales result. The manager of this large concern says: "We conduct our business in as near a scientific manner as our understanding permits, believing that business is a demand on man for his ceaseless activity."

The Medford, Ore., creamery has been sold by Mrs. W. A. Chappell to A. A. Moody of Ashland. Mr. Moody was formerly in the creamery business at Troy, N. Y.

The new directory, issued by the dairy and food commissioner, shows 577 creameries and cheese factories in Ohio. Swiss cheese is made in 63 factories.

Seventy-five farmers have subscribed \$100 each for the building of a modern creamery, pasteurized milk and ice cream factory at Brookfield, Mo.

A new creamery, owned by Kleeman Brothers, is now in operation at Odessa, Wash.

John J. MacDonald 13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I.
Swift, Mgr.
Butter Depart-
ment. Formerly with
Stephen
Underhill

ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western
Representative,
F. A.
Salisbury,
Vinton,
Iowa

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Minnesota Educational Butter Scoring

JUNE CONTEST LARGE

There were 283 tubs of butter and 13 entries of cheese in the June educational contest. The quality of both butter and cheese showed some improvement over the entries of the first contest, which is only reasonable. The season has now advanced so that the feed and weather conditions are more favorable for the production of high grade butter and cheese. The most common defect in the butter was metallic and stale flavors. There are a number of causes for this metallic flavor. It is believed that over-ripe starters or too high acidity in the cream is one of the most common causes. Hauling cream in cans that are not protected from being heated in transit, also, appears to have some effect on the quality of cream, and often causes a peculiar metallic taste.

The workmanship of the butter showed up better than in the former month. There were less entries which showed up with a leaky, spongy body, which is, of course, always the case as the season advances. The color of the butter in this lot was uniformly good. There were, however, some decidedly mottled butter, and a few over-salted entries. High gritty salt is very objectionable, and I trust that the butter-makers will see the folly of attempting to sell salt at butter prices. The consumer objects very strenuously to butter that is so highly salted that it is gritty. The appearance of the packages, as usual, was very good, which shows that the butter-makers are putting forth extra effort in order to have their butter show up well in the contest.

Prize Winners.

First District.

	Score
C. B. Jensen, Wabasso—c.....	94½
A. H. Danheim, Nicollet—c.....	94½
Fred W. Dehn, New Ulm—m.....	94½
Second District.	
Peter Kvale, Emmons—m.....	95½
Ernest F. Johnson, Freeborn—c.....	93½
Third District.	
Carl P. Olson, Litchfield—m.....	95
H. L. Locker, Arlington—c.....	93½
Fourth District.	
Geo. Byers, Broton—c.....	94½
Fifth District.	
E. E. Dennison, Beltrami—c.....	93
Sixth District.	
E. A. Wahlstrom, Grandy—m.....	93½
John R. Blomquist, North Branch—m.....	93½
Soren Carlson, Cromwell—c.....	92½

First District.

	Score
A. T. Parsons, Traverse—m.....	94
Fred Precht, St. Clair—m.....	93
O. H. Gronseth, Waterville—m.....	92½
A. E. Stager, Luverne—c.....	91
C. B. Jensen, Wabasso—c.....	94½
Aaron Domes, LeSueur Center—c.....	90½
S. H. Hagen, Jackson—c.....	91½
M. J. Renner, Springfield—m.....	92
A. H. Danheim, Nicollet—c.....	94½
Oscar N. Johnson, Comfrey—c.....	92½
H. E. Jepperson, Garden City—c.....	93½
D. D. Sorenson, Sherburne—c.....	91½
Ernest Johnson, Lafayette—m.....	93½
N. J. Ashleson, St. Peter—c.....	92½
G. C. Pettis, Rapidan—m.....	92
Soren Knudson, Kiester—m.....	92½
C. H. Peters, Mountain Lake—c.....	91
Fred Lehnberg Jr., Hills—c.....	91
Harry Lundgren, Lafayette—m.....	91
Roy Erickson, Pemberton—c.....	91½
A. Geo. Nelson, St. James—c.....	93½
M. A. Schons, Mankato—m.....	93½
M. A. Nelson, Lake Benton—c.....	94
Fred Hanson, Lake Crystal—c.....	93½
H. C. Sorenson, Courtland—c.....	92½
C. E. Rausch, Mapleton—m.....	91½
John Renaux, Kilkenny—c.....	92½
August Swensen, Eagle Lake—m.....	92
E. Jensen, Darfur—c.....	92½
Fred W. Dehn, New Ulm—m.....	94½
Christ Christianson, New Ulm—c.....	92½
Arnie Clifgard, Ivanhoe—c.....	91
Ed. H. Peterson, Waterville—c.....	91½
A. J. Ruttum, Hendricks—c.....	92½

J. O. Lokke, Hanska—m.....	91
D. W. Peterson, Windom—m.....	90½
Thomas Aalid, Alpha—c.....	93½
James Larson, Briceyn—c.....	90½
A. E. Call, Nicollet—c.....	92½
F. C. Brake, Edgerton—c.....	86
Alex Johnson, New Ulm—m (comp.).....	94
Senius Nelson, New Prague—m (comp.).....	94½

Second District.

H. H. Jensen, Clarks Grove—m.....	92½
C. A. Hogaas, New Richland—c.....	92½
Sam Nelson, Twin Lakes—m.....	93
Charles Wobbroch, Medford—m.....	93½
Marine Johnson, Spring Valley—c.....	92½
A. R. Jacobson, Faribault—c.....	91
Ferd Jacobson, Ellendale—m.....	92
Oscar Aase, Kenyon—c.....	91½
Jens Jensen, Eyota—c.....	91½
N. C. Siverling, Glenville—c.....	93
Hilmer P. Hanson, Hartland—c.....	93
F. A. Hendricks, Albert Lea—m.....	91½
Louis Torgerson, Rushford—c.....	91½
Peter Kvale, Emmons—m.....	95½
Harvey Anderson, Clinton Falls—m.....	93
Bert Sorenson, Owatonna—m.....	93½
L. A. Larson, Blooming Prairie—m.....	91½
Joseph Brey, Winona—c.....	92
W. C. Christianson, Cannon Falls—m.....	90½
M. P. Mortenson, Albert Lea—m (comp.).....	93½
R. P. Christensen, West Concord—c.....	92½
H. J. Rosenau, Meriden—m.....	93
Ed. Anderson, Hayward—m.....	93
Alfred Camp, Owatonna—m.....	94
Alfred V. Ahrentzen, Faribault—c.....	92
J. W. Engel, Pratt—m.....	93½
O. P. Jensen, Blooming Prairie—m.....	92½
Ed. Hansen, Wanamingo—c.....	90
A. J. Felber, Witoka—m.....	91½
E. H. Larsen, Elgin—c.....	92
E. B. Hampel, Rochester—c.....	92½
Geo. Deeg, Owatonna—m.....	93½
John F. Helmes, New Richland—m.....	93½
E. W. Steinhals, Elysian—m.....	92
Allen N. Burt, Utica—c.....	91½
Francis Flannagan, Witoka—c.....	92½
H. B. Crum, Mabel—c.....	91
Theo. Sunde, Dakota—m.....	91
J. H. Wartenberg, Claremont—m.....	92½
G. A. Truman, Skyberg—c.....	91½
H. L. Hanson, Alden, R. No. 1—m.....	91½
N. C. Erickson, Grand Meadow—m.....	91½
John Christianson, Northfield—m.....	92
Ernest F. Johnson, Freeborn—c.....	93½
Frank J. Wolesky, Waseca—c.....	92½
A. D. Fischer, Owatonna—m.....	91½
W. F. Polikowsky, Plainview—c.....	92½
Henry Sprenger, Alden—c.....	91½
A. J. Anderson, Otisco—m.....	92½
Gust Knudson, Armstrong—m.....	92½
Edwin Ulring, Webster—m.....	91½
E. J. Sinclair, Smith Mills—m.....	92½

(Continued on page 20.)



W. I. YOUNG ESTABLISHED 1884 W. B. YOUNG

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

WRITE US

Refer by permission to Irving National Bank, N. Y.; Fidelity Trust Co., N. Y.; Dun's and Bradstreet's Agencies.

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All Grades

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 Harrison and Greenwich Sts., New York
Receivers and Distributors
 Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

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References: Irving Nat'l Bank; Southwestern Nat. Bank; Dun and Bradstreet Correspondence solicited.

**Smith's
Computer**

and

The Creamery Journal

both one year, for

\$2.75

Regular price, \$3.50.

\$300,000 to Protect Dairy Products

NEW STEEL REFRIGERATOR CARS

Every day the Pennsylvania Railroad hauls more than 265,000 quarts of milk and cream into Philadelphia, Brooklyn, Baltimore and Jersey City—an increase of 42,000 quarts a day over a year ago.

Transporting milk so that it reaches the consumer in the best possible condition is doubtless one of the principal reasons for this large increase in the company's milk traffic; certainly it constitutes an invaluable public service which the railroad performs.

The Pennsylvania Railroad has spent \$300,000 for 36 refrigerator cars that are considered the most complete and practical cars ever constructed in this country for handling milk shipments. They are all-steel.

Maximum protection against contamination of milk is provided in the method of refrigeration used in the cars. Brine tanks in each end of the car hold a mixture of salt and ice; they radiate sufficient cold air to maintain a temperature of about 40 degrees, which is considered ideal for the protection of milk. The refrigeration is absolutely dry. Each of the cars has a capacity of 12,000 quarts.

Prior to November 1, 1911, when the Pennsylvania Railroad established the office of milk agent, the company hauled no milk to Philadelphia from points north or west of Harrisburg, and no shipments of milk

from any points on the railroad were made into New York and Brooklyn.

In the past two and a half years prominent milk dealers of New York, Brooklyn and Philadelphia, co-operating with the railroad, have located milk shipping plants at 53 stations in the dairy sections of northwestern Pennsylvania, New York and the Delaware-Maryland Peninsula. These plants, which involve an investment on the part of milk dealers of approximately \$453,000, are fitted with the most improved machinery for pasteurizing, cooling and preparing milk for the city markets.

The new refrigerator cars are now being operated in the Pennsylvania's long-haul service from points in northwestern New York and Pennsylvania to Philadelphia, New York and Brooklyn.

By means of its tunnels under the Hudson and East rivers, the Pennsylvania Railroad is the only line that has an all-rail milk service to Brooklyn. On its fast milk trains, milk drawn from cows one morning on farms in northwestern New York and Pennsylvania is landed in Philadelphia, Jersey City and Brooklyn in time to be used on the breakfast tables the following morning, after having been transported at a temperature which scientific research has proved to keep milk in the best possible condition.



The Last Word in Transporting Milk

This solid steel car has its own refrigeration plant. The interior is dry and cool. No ice comes in contact with milk cans or bottles.

New Advertising Man in Kansas

Recently, in this paper, mention was made of the resignation of Secretary F. D. Coburn of Kansas and the appointment of his successor in the person of J. C. Mohler, who has been closely associated with and the chief assistant of Mr. Coburn during his long term of office. They call Mr. Mohler "Jake." He probably wouldn't answer if he were addressed as "Mr. Mohler." Think a minute on this name Jake. Is there a farmer in the state who, when he happened to have business in "Topeky," would hesitate for 10 seconds about walking into the office of his agricultural department when he knew that the man in charge was named Jake Mohler, and wore the name every day without apology or attempt at its ornamentation? We rather guess not. Chances are that in less than five seconds the farmer, if he be an old-timer, would be inside the door greeting Jake and telling him how he first got acquainted with his father, Martin Mohler, who was a powerful man in the state back in the early days.

And don't gain the erroneous impression, because his friends, from the governor on through the list to the small children of

plain citizens, know him familiarly as Jake, that Mr. Mohler lacks any of the qualifications that would assist in maintaining the dignity of the office to which he has been elected. In this long list of friends are included men of national reputation in politics, literature and the science of agriculture. He has traveled extensively and knows something of the conditions on the other side of the Atlantic, and the very natural result is that he better appreciates the greatness and the possibilities of his own state. He is married, his charming wife being the daughter of Dr. J. C. McClintock, of Topeka, the other members of his family consisting of two lively young sons.

Perhaps modesty may be mentioned as one of Mr. Mohler's dominating characteristics, as our request for information upon which to base this sketch brought us a bulky half-dozen line reply, stating that he had no record, but hoped to make one for himself by producing results in his enlarged field of activity. We are, therefore, indebted to a good friend for the following sketch of Mr. Mohler's career:

"The work of 22 years was rewarded when Jacob C. Mohler was by acclamation chosen secretary of the Kansas State Board of Agriculture to succeed F. D. Coburn, effective July 1, 1914. His father, Martin



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—1½ lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.

105 Union St., Winona, Minn.



Mohler, was secretary of the board for six years immediately preceding Mr. Coburn's term, and it is a unique circumstance that at the self-same hour, 20 years later, the son should succeed his father. It was amid the hardships of early frontier pioneering that the new secretary of agriculture was born, on the broad plains of Osborne county, Kansas, April 7, 1875. Vague recollections of Indians and roaming buffalo are his.

"His father, one of the first to grow alfalfa and to believe that dairying would pay in western Kansas, brought the son up as a real farmer boy, and the youngster was taught to milk his share of the herd of 36 cows and to follow a 16-inch walking plow and turn his three acres a day. Mr. Mohler received his first schooling in the little, weather-beaten country school house which

stood on one corner of his father's farm. When the family came to Topeka, he entered the public schools, and was finally a student at Washburn college.

"Mr. Mohler became a clerk in the office of the Board of Agriculture 18 months before Mr. Coburn was made secretary. His 22 years of close association with the agricultural affairs of the state, his keen observation and a determination to master the



best agricultural thought of the day have made him well informed in up-to-date agricultural practices and affairs. No small part of his training has been the owning and managing, aside from his other duties, of a 50-acre alfalfa farm near Topeka. Here he has grown four and five cuttings a season of the highest grade, specially cured alfalfa, and sold and shipped it at big profit to dairymen far away in the heart of Ohio.

"Mr. Mohler is regarded as one of the best experts in Kansas on the state's agricultural conditions. His friends, and he has a legion of them, believe that he will not only 'take Coburn's place,' but that he will make a big place for himself."

Where the Color Comes From.

That the rich yellow color demanded by the public in dairy products is primarily due to the character of the cow's feed is demonstrated by recent experiments carried on by the U. S. Department of Agriculture in co-operation with the Missouri State Experiment Station. For some years dairy experts have been studying this question. Their conclusion is that, although to some extent a breed characteristic, the intensity of this yellow color may, within certain limits, be increased or diminished at will by changing the animal's rations.

Chemical tests show that the yellow pigment in milk consists of several well known pigments found in green plants. Of these the principal one is carotin, so called because it constitutes a large part of the coloring matter of carrots. The other yellow pigments in the milk are known as xanthophylls. These are found in a number of

plants, including grass, but are especially abundant in yellow autumn leaves.

These pigments pass directly from the feed into the milk. This explains the well known fact that fresh green grass and carrots increase the yellowness of butter, the only standard by which the average person judges its richness. On the other hand, a large proportion of these pigments is deposited in the body fat and elsewhere in the cow. When the ration is changed to one containing fewer carotin and xanthophylls constituents, this hoarded store is gradually drawn upon and in consequence the yellowness of the milk does not diminish so rapidly as it otherwise would. This yellowness increases, however, the instant the necessary plant pigments are restored to the ration.

Green grass is probably richer in carotin than any other dairy feed. Cows fed on it will therefore produce the highest colored butter. Green corn, in which xanthophylls constitute the chief pigment, will also produce a highly colored product. On the other hand, a ration of bleached clover hay and yellow corn is practically devoid of yellow pigments and the milk from cows fed on it will gradually lose its color. It is, of course, indisputably true that the breed does influence the color of the milk fat; but vary the ration and there will be a corresponding variation in the color of the milk fat in each breed.

In cows of the Jersey and Guernsey breeds the body fat is frequently of such a deep yellow color that some butchers and consumers look with disfavor upon beef from these breeds. For this prejudice there is absolutely no justification. The yellowness of the fat springs from the same causes as the yellowness of the milk fat and there is no reason for objecting in one case to the very thing that is prized in the other.

Wallingford Creamery Fire.

The creamery at Wallingford, Iowa, was consumed by fire Monday night, July 6th, about midnight. The cause of the fire is unknown. Mr. Jensen, the buttermaker in charge, was in the building at 9 o'clock and everything was all right at that time. Parties passing at about 12 o'clock saw no flames, but shortly after midnight the entire structure was a mass of flames. The loss was estimated at about \$5,000 with an insurance of only \$2,500. The amount of loss will have nothing to do with the erection of a new creamery, as the men behind the institution are progressive farmers with means to carry out their plans. There has been no meeting of directors, but the call has been made for one, and all the directors are in favor of the erection of a new, up-to-date creamery of brick or cement. At the present time the cream is being taken in at the Irwin & Haring store and is being taken by Mr. Jensen to the Spurbeck-Lambert creamery at Estherville to be churned.

Business men of Wallingford are awake to the big advantages of a creamery and they will never do without this big business producer in their city.

Harry E. Gray, of Boston, is now associated with J. L. Hoar & Co., the brokers and wholesale dealers in butter, eggs and poultry at 208 North Fifth avenue, Chicago. Mr. Gray has had 18 years of experience on the Boston market and is thoroughly familiar with all the departments of the produce business. He should prove a valuable acquisition to J. L. Hoar & Co.

Jules Voyer is to open a butter and egg store on Park street, Springfield, Mass.



You can sell more butter and get more for it if it reaches the consumer as sweet, clean and fresh as when it left your churn. Protect it with Paterson Pioneer Parchment Paper—it keeps out dust, dirt and dampness. No other paper is so good.

Write for free book, "Better Butter".
Every dairyman should read it.

THE PATERSON
PARCHMENT PAPER CO.
42 8th St., Passaic, N. J.

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Co.
BUTTER**

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Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

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References—Irrving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street

NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1899

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

Another Woman a Prize Buttermaker

To the Editor: In regard to my connection with the creamery business, will say my first experience in the creamery work began in April, 1910. I have been steadily employed in the work since then, with the exception of a short time in 1911. We are at present operating the Freedhem (Minn.) Co-operative Creamery Company, coming here in March, 1912.

Mr. Mokler being employed in a creamery in North Dakota and being well acquainted, I spent most of my time at the creamery and naturally helped with the work. My first lesson was in packing butter and washing test bottles. It became quite interesting and I began to like it.

This is the second year I have entered



butter in the scoring contest, although before that time some was made by me but entered under Mr. Mokler's name.

In regard to our method of making butter, we don't think it is very much different than is used by the rest of the buttermakers. Our cream is delivered on Monday, Wednesday and Friday in the forenoon. We try to have them deliver only sweet cream, but there are times in extremely sultry weather when we get some sour cream. We expect to terminate this next year by paying on quality basis.

We pasteurize all our cream, using the pasteurizer-ripeners for that purpose. We use starter made from whole-milk. We ripen to .4 or .5 of one per cent, except when cream is somewhat sour; then we add our starter at about 70 degrees Fahrenheit and continue to cool to churning temperature if it is to be churned the same day. If not, we cool to 46 or 48 degrees and hold till morning.

The butter that won highest place in District No. 6 of the Minnesota Educational Scoring Contest for May scored 94½. We

received 1,791 pounds of cream, which was all perfectly sweet and delivered before 10 o'clock. It was then pasteurized in a Jensen ripener to 145 degrees, held 20 minutes, then cooled to 68 degrees and about 30 gallons of starter added and left to ripen at that temperature. In three and a half hours the cream showed .45 of one per cent of acidity, when it was cooled to 48 degrees and held three hours. It was then churned, butter coming in about 50 minutes, the granules being the size of wheat kernels. The butter-milk was 54 degrees. The butter was washed at a temperature of 51 degrees, running the churn on high gear. Salt was brined and top of brine strained off, the butter being worked well until the body showed a wax-like condition and the salt was well dissolved.

There are a few things that must be kept in mind and practiced in each day's work in order to make good butter, not only for the contest but also for our market. First, clean, sweet cream; second, proper pasteurization; third, a well-ripened starter and proper ripening temperature. I am only sorry that there are not more of the buttermakers who believe in pasteurization and starters, as they are the life of good butter.—Mrs. Katherin J. Mokler, Freedhem Creamery Co., Little Falls, Minn.

CORN HARVESTER.

Has Given Universal Satisfaction in Every State in the Union.

A most practical corn harvester is made by the Process Manufacturing Co., of Salina, Kan. It will do almost anything that a corn binder will do and costs only a fraction as much. With it a man can cut and shock from four to six acres a day, and it is so simple in construction and operation that a boy can run it. It has been sold in every state in the Union, and has given universal satisfaction. It will pay for itself in less than one season, and is so compact and well made that it will last for years.

If you will write them, mentioning this paper, they will send you full particulars.—Adv.

We notice that some of the up-to-date farmers of Illinois are installing electric fans and shower baths in their cow barns, for the benefit of heifers which are given to perspiring in a fluent tone of voice. This is a humane idea. After a heifer with open pores has had a good shower bath, she will absorb enough water to pad the milk check several dollars a month. The electric fan is another benefaction, as it keeps flies off the cows and allows them to settle on the right ear of the milkee. One large, blue-nosed fly can make a hired man dissatisfied with his lot quicker than asking him to spread New Orleans sorghum on his pancakes. The electric fan also chills the blood of an irascible heifer and causes her to think twice before lashing some menial across the lower lip with her tail.—Howard L. Rann.

Fire in the Kelly cheese factory at Espyville, Pa., recently, spread to the Kinsman milk plant and both plants were destroyed with a loss of about \$15,000.

Minnesota Educational Scoring Contest

(Continued from page 17)

A. W. Heinz, Hastings—c.....	91½
A. W. Seidel, Claremont—m.....	92½
James Rasmussen, Albert Lea—m.....	94½
Harvey A. Cotton, Dodge Center—c.....	90
Ed. O. Prestigard, Northwood, Iowa—c.....	91
C. L. Walther, Waldorf—m.....	91½
Julius Ramsey, Myrtle—m.....	93½
Fred Peterson, Manchester—m.....	92½
F. Fischer, Owatonna—c (comp.).....	92½

Third District.

N. J. Hedland, Annandale—c.....	91½
L. A. Graunke, Bird Island—m.....	92
A. P. Soleheim, Jordan—m.....	91¾
H. E. Sorenson, Kimball—m.....	93
Bertel P. Jorgensen, Litchfield—m.....	93
H. H. Lunow, Mayer—m.....	93¾
John M. Schmidt, Litchfield—m.....	94
Louis Streck, South Haven—c.....	92¾
E. O. Quenfold, Hutchinson—m.....	93
Kingston Co-operative Creamery, Dassell—m.....	93½
R. J. Anderson, Belgrade—c.....	93
E. W. Redman, Hasty—c.....	93¾
O. W. Brown, Annandale—c.....	90½
J. H. Steinke, Eden Valley—c.....	92¼
Richard Schaefer, Arlington—m.....	91¾
Edward Bach, Arlington—m.....	92
F. W. Hedtke, Norwood—m.....	93
F. F. Foss, Dassel—m.....	91¾
Charles Strobeck, Arlington—c.....	93¼
H. F. Locker, Arlington—c.....	93¾
A. C. Engelhard, Richland—c.....	93½
R. D. Bowan, Rodgers—m.....	91½
O. W. Olson, Hawick—m.....	92½
E. J. Wright, Long Lake—c.....	92
Emil G. Omen, Delano—m.....	93¼
Geo. W. Hagberg, Cokato—m.....	94
Frank Zimmerman, Watkins—m.....	92
J. G. Nelson, Woodlake—c.....	90¾
Geo. A. Holmes, Biscay—m.....	93
R. H. Gallup, Zions, Rt. 1—c.....	92¼
G. C. Krapes, Litchfield—m.....	93½
Will H. Donney, Cologne—m.....	93¾
Henry Erickson, Hutchinson—m.....	93½
H. W. Hanschen, Hector—m.....	93½
H. D. Wendt, Hutchinson—m (comp.).....	92¼
R. J. Rick, Norwood—m.....	93¾
Geo. A. Miller, Maple Lake—c.....	92
O. E. Webber, Rockford—m.....	92½
O. C. Gullickson, Hazel Run—c.....	90½
A. H. Jorgenson, Buffalo, Rt. 4—m.....	92½
A. G. Redman, Buffalo—c.....	92¾
Alfred Anderson, Litchfield—m.....	94¼
W. E. Redman, Montrose—m.....	93¾
Anton H. Nelson, Grove City—m.....	93¾
F. J. Nagel, Dassel—m.....	93
Theo. Peterson, Maple Plaine—m.....	92¼
J. C. Hanson, Waverly—m.....	93¾
W. C. Laabs, New Auburn—m.....	91¾
W. E. Cleveland, Darwin—m.....	91½
O. A. Scott, Jordan—c.....	91½
Carl P. Olson, Litchfield—m.....	95
John M. Rasmussen, Dassel—m.....	92¼
E. S. Hanson, Maple Lake—c.....	90½
Clarence Johnson, Murdock—c.....	92¼
E. A. Redman, Osseo—m.....	93
Willie Bechtel, Hutchinson—m.....	92¼
Leo Thelan, Belle Plaine—c.....	90¾
Matt B. Peterson, Gibbon—m.....	92½
J. N. Eiden, Cologne—m.....	92½
Paul Lindholm, Litchfield—c.....	92½
H. L. Stenberg, Attwater—c.....	92¾
John Rivard, Montrose—m.....	92½
Francis E. Johnson, Cokato—m (comp.).....	92¼
E. A. Danielson, Cokato—m (comp.).....	93
R. M. Madson, Darwin—m (comp.).....	92½

Fourth District.

Andrew Larson, Vergas—c.....	91½
Carl Graverson, Georgeville—c.....	92¾
Farmers' Co-operative Creamery, Ulen—c.....	91¾
John Natha, Bertha—c.....	91
A. V. Lindberg, Nelson—c.....	91
Max W. Siegel, Bertha—c.....	92¾
H. A. Landeen, Erhard—c.....	92
Emil Schudieske, Carlos—c.....	92½
R. Englehard, Perham—c.....	90¾
H. A. Goetsch, Wadena—c.....	92
Leslie Simpson, Deer Creek—c.....	92¼
W. A. Krause, Henning—c.....	91½
Evald Roehn, Kensington—c.....	91
M. Skogland, Eagle Bend—c.....	93¾
N. Ploug, New York Mills—c.....	93½
Joe Hanson, Clarissa—c.....	93½
W. C. Boettcher, Brownville—c.....	93
Geo. F. Westerman, Brocton—c.....	92¾
J. S. Orbeck, West Union—c.....	92
A. O. Rindahl, Barnesville—c.....	92
John Roberts, Butler—c.....	92
J. F. Kiely, Lowry—c.....	93¾
R. E. Robertson, Underwood—c.....	93
C. W. Young, New Munich—c.....	92
Geo. N. Baltes, Melrose—c.....	90¾
Geo. Byers, Brocton—c.....	94¼
C. C. Thoen, West Port—c.....	93
H. Larson, Sebeka—c.....	90¾
Anton Baltes, Long Prairie—c.....	92¼
P. M. Stranne, Clinton—c.....	91½
S. S. Sorenson, Luce—c.....	92¼
A. C. Jorgenson, Brandon—c.....	92
Mike Poppler, Audubon—c.....	92½
Gerald E. Wright, Hitterdahl—c.....	92

D. E. Peterson Co.
SPECIALISTS IN BUTTER

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

William Johnson, Pelican Rapids—c.....	92
H. B. Thompson, Lake Park—c.....	90½
Erick Peterson, Osakis—c.....	93
F. B. Clark, Ashby—c.....	92½
Peter J. Olson, Holmes City—c.....	92
N. F. Thielman, Elrosa—c.....	91½
A. Rasmussen, Ottertail—c.....	92¾
C. B. Thompson, Verndale—c.....	91¼
Henry C. Werbes, Parkers Prairie—c.....	92½

Fifth District.

Richard A. Nelson, Maple Bay—c.....	90½
Fritz Wahlin, Fertile—c.....	92¾
A. J. Hed, St. Hilaire—c.....	92
P. L. Anderson, Holt—c.....	91¼
Carl J. Holte, Fertile—c.....	92
Carl M. Olson, Clearbrook—c.....	90
L. Haslerud, Thief River Falls—c.....	92½
Carl L. Rindahl, Oaklee—c.....	92¾
E. E. Dennison, Beltrami—c.....	93
W. Ringstrand, Winger—c.....	91½
W. A. Lindahl, Highland—c.....	91
S. Loveid, Middle River—c.....	91¾
E. S. Ramstead, Greenbush—c.....	91¾
Albert Martin, Plummer—c.....	91¾
H. O. Tommerick, Flamming—c.....	92¾
L. Haslerud, Thief River Falls—c.....	92½
H. V. Larson, Badger—c.....	91½
C. O. Johnson, Trail—c.....	92¾
O. O. Heggerness, Longdy—c.....	91¼
John Nelson, Viking—c.....	92¼
C. B. Goodrich, Greenbush—c.....	90½
Albert Anderson, Erskine—c.....	92
W. J. Kurth, Buffalo Lake—c.....	91
Frank A. Pace, New Folden—c.....	92½
Oliver Rishoff, Glyndon—c.....	91½

Sixth District.

E. O. Blomquist, Center City—m.....	93
P. M. Scott, Motley—c.....	90
Arthur Iten, Grand Rapids—c.....	91¾
E. J. Holmers, Brahm—m.....	91¾
L. M. Jacobs, Pierz—c.....	91
Frank Willemson, Princeton—c.....	91¾
E. R. Nelson, Foley—c.....	91¾
George A. Schnidler, Albany—c.....	92¾
E. A. Wahlstrom, Grandy—m.....	93¾
A. C. Praeger, Albany—c.....	90¼
A. H. Nelson, Taylors Falls—m.....	91¾
Mrs. Katherine J. Mokler, Little Falls—c.....	93
E. J. Colin, Brahm—m.....	93
Geo. W. Peterson, Schaefer—m.....	93
B. A. Finch, Rush City—m.....	92¾
F. J. Kassube, St. Francis—c.....	90¼
Soren Carlson, Cromwell—c.....	92½
Henry A. Hanson, Isanti—c.....	91¼
John R. Blomquist, North Branch—m.....	93¼
C. A. Holt, Elk River—c.....	91¾
Archie M. Jones, Princeton—c.....	90½
S. Brandenburg, Hinkley—c.....	91¼
Arthur Gustafson, Mora—c (comp.).....	92¾
Robert Wagner, Sumner, Iowa—c.....	91¾
Julius Anderson, Bantry, N. D.—c.....	92

Cheese.

C. Robideaux, Red Lake Falls.....	94
Steve Ryan, West Concord.....	92½
James Gordon, Rochester, Rt. 5.....	93
William Cullen, Zumbrota.....	95
Gabriel Bernou, Gentilly.....	92
Ed. E. Miller, Zumbrota.....	96
Donald Weis, Skyberg.....	92
Joseph Parenteau, Manterville.....	97
C. G. Strombeck, Kenyon.....	96
Christ Martig, West Concord.....	95½
Sam Albert, Pine Island.....	93
H. C. Crever, Osseo.....	95
Carl Stocker, Kenyon.....	94

—Joel G. Winkjer.

Dairy Correspondence School.

Beginning July 1st, the A. and M. College of Agriculture, of College Station, Texas, opened a correspondence course in creamery management and butter production. The addition of this course is in keeping with the policy of the school to extend the benefits of the institution to those not able to enter as regularly enrolled students. All problems entering into the successful operation of the dairy and creamery will be taken up in that course, which will be given under the direction of Prof. J. W. Ridgway, of the department of dairy husbandry. Commercial starters, tests for acidity, butter-fat and adulterations will be considered.

The Iowa state architect will soon have completed the plans and specifications for model creameries, on order from Commissioner Barney. These plans will be furnished gratis to any company or individual in the state who desires to erect a new creamery.

The Hazleton, N. D., creamery is now in operation. A Mr. Rollapson is the buttermaker.



Big Iowa Buttermakers' Banquet

At New

Russell-Lamson Hotel

Waterloo, Iowa

HELD on Buttermakers' Day at Iowa State Dairy Association convention and Dairy Cattle Congress.

All Expenses Paid

including railroad fare both ways, pass to Dairy Show Grounds, meals—and a big banquet in the evening.

A New \$350 Piano

A New H-D Motorcycle

\$350 in Gold

will be distributed at banquet.

This is a great opportunity for the Iowa buttermaker who is a booster for his creamery, his patrons and his state.

It will positively be the biggest affair any buttermaker was ever permitted to participate in.

Watch your mail for complete information. If you don't get it by July 25th, drop us a card.

Contest Department

Fred L. Kimball Company

WATERLOO, IOWA

Georgia Cows and Co-operation

(Continued from page 3.)

ing of his cows, a sanitary milking barn for milking, and the co-operative creamery relieves him of the burden of delivering it to the creamery and thence to market. The farmer's wife is relieved of the drudgery of churning, pressing butter and handling surplus milk, when under the Eatonton co-operative creamery plan, and the Hickory, N. C., plan, the farmer receives at present 31c per pound for butter-fat, and has the skim-milk returned to his door for fattening the pigs on the farm, after reserving the necessary amount needed for cooking and family use.

The expense of the rural milk carriers is pro rated among the members and patrons on the milk routes, according to the amount of milk sent to the city by each patron. One of the Putnam carriers also handles a star route for Uncle Sam, operating the two jointly very successfully. Following the fine financial showing recently made by the Eatonton creamery, new machinery, all of the most modern type has been ordered and some already installed at the plant, which is located near the Central depot. Pasteurizers, new cream vats, separators and everything new is being installed. An ice factory supplying surplus ice to city customers is being discussed for another year. Operatives and every employee of the

co-operative creamery are required to wear white clothing while at work, and everything is strictly sanitary and in accordance with the directions of the state board of health. Prof. Jack Hart, formerly of the State College of Agriculture, evinced up to the time of his death the keenest interest in the success of this Georgia enterprise, and even on the day of his tragic death wrote a long letter to an Eatonton friend suggesting further plans and expressing continued interest in the plan of co-operation being so successfully worked out. Besides the great financial blessings, the creamery is bringing to the farmers of this section, it is at the same time doing a great work in encouraging hog raising.

Members and patrons of the co-operative creamery here own their cream separators and send only the cream to the creamery daily. The plan sought and being encouraged among our farmers is to have a pig for each cow whose milk is sent to the dairy. The result of this plan has been a big increase annually in juicy Georgia country hams, shoulders, sausage and bacon, in which Putnam will soon vie closely with Brooks county.

Wisconsin Dairy Certificates

The following are the names of the buttermakers and cheesemakers who were granted a dairy course certificate by the Board of Regents of the University of Wisconsin at their meeting in June, 1914.

In order to obtain a certificate, the student must have passed all the examinations given in the winter dairy course, and after leaving school he must have charge of the factory he is operating and make monthly reports to the dairy department which supplies blanks to be filled out for this purpose.

If a candidate's factory passes a satisfactory inspection made by a representative of the dairy school and all his other work is satisfactory, he is recommended as worthy of a certificate. The Wisconsin Dairy School has granted over 600 of these certificates.

Cheesemakers.

John Buechel, Stiles Jct.; Louis Breher, Sheboygan Falls; Edw. F. Daley, Coleman; Joseph Decker, Greenwood; Wm. Albert Deering, Seymour; Arthur Frederick Dorow, Sugar Bush; Henry William Engler, Portage; Louis F. Hessel, Barneveld; Cranston Heckman, Cleveland; Ben Hemmerich, Marshfield; Ernest F. Hrudka, Dodgeville; August Kaufman, Jackson; Conrad Kolb, Seymour; Alfred Lyons, Stockton, Illinois; August Larsen, Richland Center; Frank H. Metzger, Larson; Albert Pfaff, Merrill; Carl William Schuelke, Cobb; Killian Florence Strobel, Garnet; Bernard J. Thompson, Calvary; Otto R. Vocks, Sturgeon Bay; Wilmer Vogel, Alma.

Buttermakers.

John Peterson Beck, Ridgeway, Colo.; John Adolph Betthausen, Coloma; Roger K. Ewing, Weyburn, Sask., Can.; Herman E. Hagen, Prophetstown, Ill.; William Lewis Hanson, Grand Marsh; Berndt Sophus Helgaas, Crookston, Minn.; George Jacobsen, Portland, Ore.; Gust Adolph Moldenhauer, Montello; Albert M. Newman, Black Earth; Isaac Harry Nosovitch, Rosalia, Wash.; Mathews P. Roder, Livingston.

City Milk Supply.

Walter E. Jenny, Darlington.

—E. H. Farrington.

Effective July 1st, E. V. McHough succeeded J. A. Shannon (resigned) as traveling agent of the New York Despatch refrigerator line. Mr. McHough's headquarters will be at Room 319 Midland Building, Kansas City, Mo. He was transferred to his new location from Chicago. L. P. Holden succeeds Mr. McHough at the Chicago office.

A report to The Creamery Journal is that the big creamery at Ravenna, Neb., was recently burned, entailing a loss of \$15,000, with only \$6,000 insurance.



G. L. McKay, D. S.

For the first time in the history of the Iowa State College, a degree of Doctor of Science has been conferred, and Prof. G. L. McKay is the recipient of this high honor. Dr. McKay was formerly in charge of the Dairy Department at Ames and at present is secretary of the American Association of Creamery Butter Manufacturers. The board of education decreed a like honor on former Secretary of Agriculture James Wilson. Both are Iowa bred and reared men.

Only the sanction of the United States Department of Agriculture is needed for the establishment of the first federal experimental dairy at Grove City, Pa. Professor L. A. Rodgers, head of the research department of the bureau of animal husbandry, and S. C. Thompson, also of the Agricultural Department, spent several days investigating and secured the promise of local support for the project, as the government cannot own such an institution. Little opposition is anticipated from the department heads.

After having been closed for about two years, the creamery at De Smet, S. D., is to be opened for business in the near future. At one time the creamery was the leading institution of its kind in the state, paying patrons in one year more than \$100,000. The farmers of the surrounding region have promised to again give the creamery loyal support and it is hoped to once more make it a leading creamery of South Dakota. When reopened it will be in charge of W. A. Linegar, an expert creameryman from Nebraska.

C. N. Hart, formerly manager of the creamery at Monona, Iowa, has resigned and expects to go into the creamery business for himself in the near future. He is succeeded as secretary by Miss C. E. Hazlett. P. A. Jordal, formerly of Thor, Iowa, is the buttermaker.

The Forest City Creamery Company's building at Rockford, Ill., will be turned into a cold storage plant. C. B. Whitman and F. W. Collins, both of Chicago, are the interested parties.

The new creamery at Afton, Wyo., is now in operation. It is owned by the Burton Mercantile Company.

The creamery at La Moure, N. D., has been re-opened.

BINDER ATTACHMENT

with corn harvester cuts and throws in piles on harvester or in windrows. Man and horse cut and shock equal with a corn binder. Price only \$20.00 with fodder binder. J. D. Borne, Haswell, Colo., writes: "Your corn harvester is all you claim for it; cut, tied and shocked 65 acres milo, cane and corn last year." Testimonials and catalog free, showing pictures of harvester. Address

PROCESS MANUFACTURING CO., Salina, Kansas

H. S. PENNYPACKER

A Splendid Jobbing Outlet for

BUTTER OF ALL GRADES

References: Commercial Agencies; The Creamery Journal.

102 Vine St., Phila.

P. F. BROWN & CO.

48 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
Warehouse: 209 W. South Water St.,
Long Distance Phone, Main 3184.

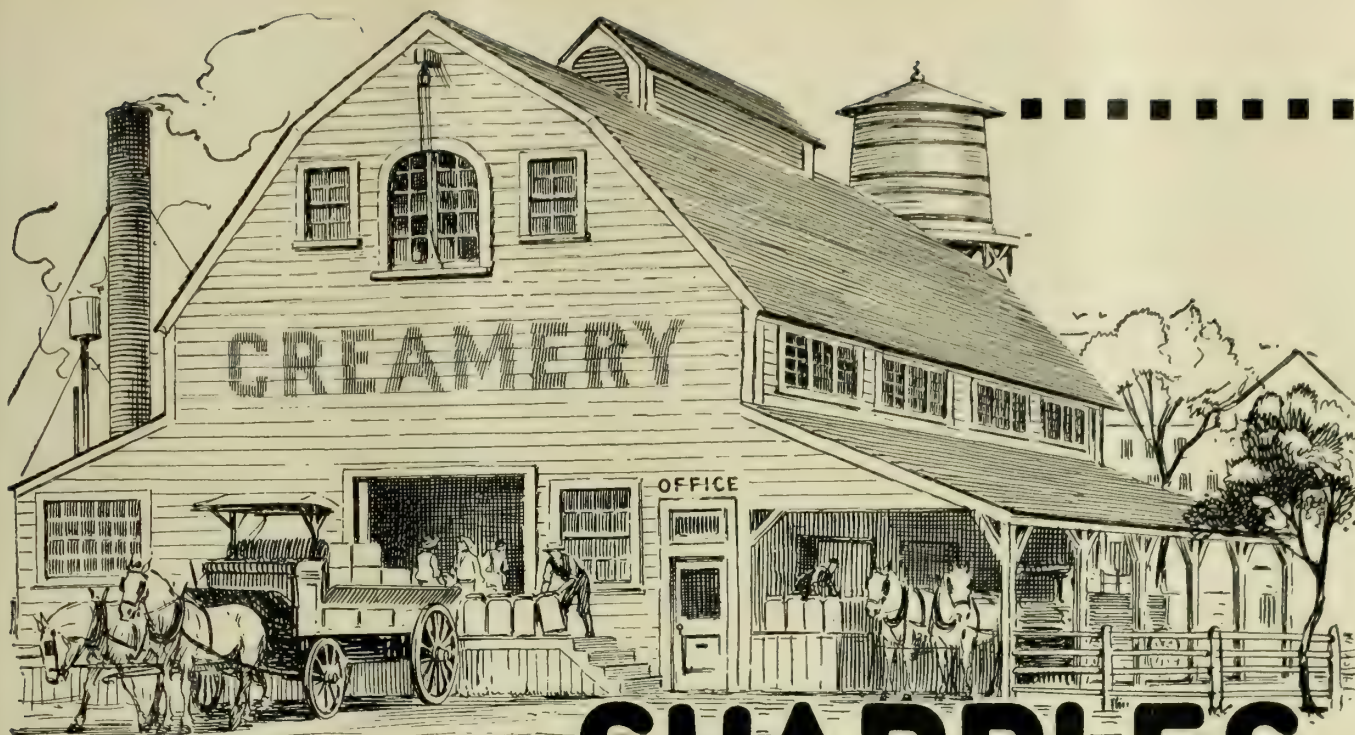
A. J. M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere



Direct from Forest to You

IN the virgin forests of the South, C. P. Woodsmen, called "Cruisers," tramp in our own timber lands selecting choice White Ash Trees for future C. P. Butter Tubs. These men are adepts in their work. A glance at the height of the tree, the lay of the land, and a rapping on the tree trunk to test its soundness, tell them how good tub stock any tree will furnish. Good trees are marked and then on through the forest these men pass looking for more good trees.

That is only the beginning—in due time come the loggers, the felling of trees, the trips to our saw mills, the seasoning of the lumber, grading and selection, planing and cutting up into stock, all under C. P. supervision and management, until at our several cooperage plants you will find the finest, most complete stock of butter tub material.

Because we have complete control from the very beginning to the finished product, we know C. P. Quality is maintained throughout the entire process.

C. P. Butter Tubs

have been on the market longer than any other tubs

This Shield Protects You

A Stack or a Carload

No matter how few you need or how many your business demands, because of the quantity we make every day in the year, we can always make prompt shipments. You cannot choke our capacity for making big quantities—our shipments will always be prompt. You will get the tubs when you want them. Mail orders will receive prompt attention. You can be sure of this.



C. P. Quality in Tubs

Anybody can claim their product is one of Quality. A mere statement is easily made but Time is the Test. Those manufacturers whose products find a place in the business world year after year must have Quality as their greatest selling feature. Right here, remember, C. P. Tubs have been on the market longer than any other tub. There is one big reason—C. P. Quality.

To get the most profits from your business in these days of competition it is necessary you have complete and efficient equipment. C. P. Salesman or any one of our Branches can offer you valuable service in helping you solve questions on profitable Equipment Installation. Write us today.

The Creamery Package Mfg. Company

Chicago, Ill.
Omaha, Neb.

Minneapolis, Minn.
Philadelphia, Pa.

New York, N. Y.
Toledo, Ohio

Kansas City, Mo.
Waterloo, Iowa

THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV NO. 13

WATERLOO, IOWA, AUGUST 1, 1914

ONE DOLLAR A YEAR

ARE YOU SURE ?

If you are not using



there is but one reason you can give for it. You don't realize what it can actually do for you.

Are you sure that the first thought which comes to your mind on the mention of Wyandotte Dairyman's Cleaner and Cleanser is correct? Probably you believe, as did many factorymen before they tried it, that Wyandotte Dairyman's Cleaner and Cleanser is just an ordinary cleaner like soap, soap powder, sal soda, or possibly lye, but such is not true. It is vastly different and that is why we ask you if you are sure your first impression of Wyandotte Dairyman's Cleaner and Cleanser is true.

During the hot days of summer you will have double need of a cleaner to sweeten sour places, to remove stale odors about the creamery or cheese factory, to fight the bacteria germ, and to maintain everything in a sanitary condition. These things Wyandotte Dairyman's Cleaner and Cleanser will do for you and will do it in a way that leaves no doubt in your mind that it is entirely different from anything you have ever used for factory cleaning. And what will add still more to the pleasure of using Wyandotte Dairyman's Cleaner and Cleanser will be the low cost at which it does the cleaning. All we ask is that you give it a trial, it will do the rest.

Indian in Circle



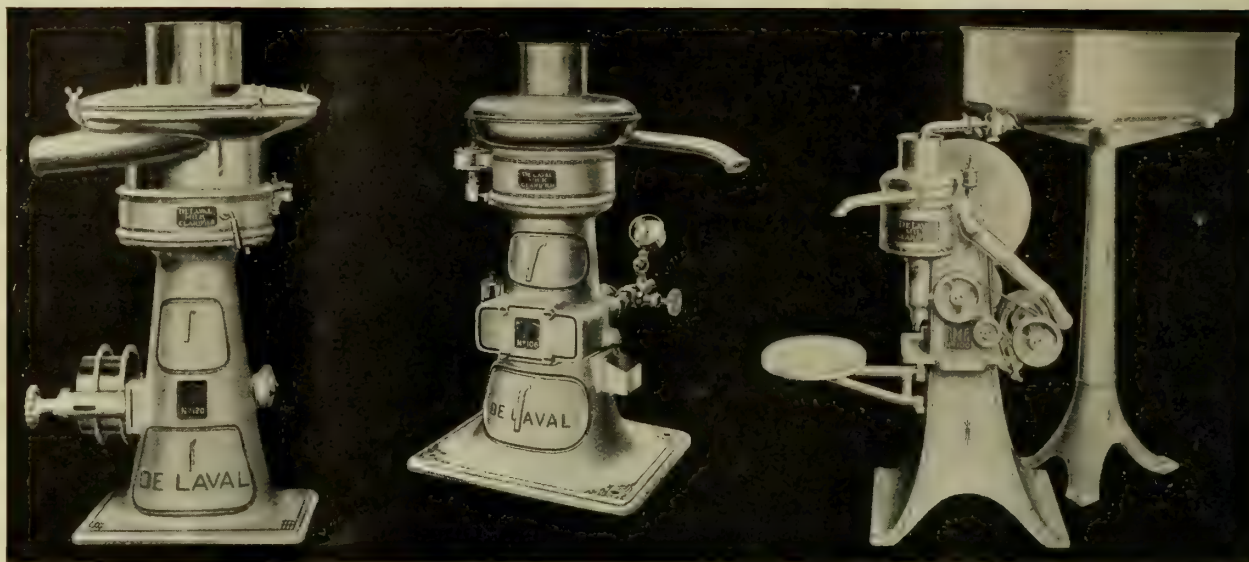
In Every Package

Order from your supply house.

The J. B. Ford Co., ^{Sole} Mnfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

Published by FRED L. KIMBALL CO., Waterloo, Iowa



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk, whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

No milk dealer or producer who has witnessed a demonstration of

THE DE LAVAL MILK CLARIFIER

and has seen for himself the residue removed from average milk by this machine can doubt for an instant the benefits of clarification by the De Laval Process.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

165 Broadway, NEW YORK: 29 E. Madison St., CHICAGO: 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 13

WATERLOO, IOWA, AUGUST 1, 1914

One Dollar a Year

The Manufacture of Cottage Cheese

By PROF. O. F. HUNZIKER

(Written Especially for The Creamery Journal)

To the Editor: Can you send us formulas and information for making cultures for cottage cheese, and butter-milk, also regarding the processes and necessary equipment.—I. D. Co., Los Angeles, Cal.

Manufacture of Cottage Cheese.

Considerable experimental work to devise a satisfactory method for making cottage cheese was done by the North Carolina Agricultural Experiment Station, under the direction of Prof. John Michels, and published in the North Carolina Bulletin No. 210. On the basis of his results, Professor Michels recommended the following method:

Souring the Skim-milk.

Where from 10 to 20 pounds of cheese are to be made at one time, the skim-milk is most satisfactorily soured in four to eight-gallon shotgun cans, which have a uniform diameter of from eight to 10 inches. Enough pure culture of lactic acid ferment is added to sour the skim-milk in about three hours at a temperature of 100 degrees Fahrenheit. As a rule, one gallon of culture to every four gallons of sweet skim-milk will accomplish the souring in the given time.

The culture should be vigorously stirred and then thoroughly mixed with the skim-milk. As soon as this has been done, the cans containing the mixture are placed in a tank of water. In heating the skim-milk to 100 degrees Fahrenheit, the water in the tank should never exceed 110 degrees Fahrenheit. The high temperature employed in souring the skim-milk has several advantages. (1) It hastens the souring process. (2) It causes the skim-milk to curdle with less acid, thus making a milder cheese. (3) The curd may be stirred as soon as curdled without danger of diminishing the yield.

Where large quantities of cheese are to be made, the skim-milk should be soured in a common cream vat with an open end, which is usually used for adding ice to the water underneath. In the manufacture of cottage cheese, this open end is necessary in order to observe the temperature of the water used in heating the milk and curd.

Cutting the Curd.

After the milk has thoroughly thickened, it should be broken up, with a knife preferably. Knives used for Cheddar cheesemaking are best. Where small quantities of cheese are made, a stirring rod like that described below will break up the curd satisfactorily.

Heating the Curd.

As soon as the skim-milk has thoroughly curdled, the curd should be raised to a temperature of 104 degrees Fahrenheit by heating the water surrounding the curd to about 115 degrees Fahrenheit, and care should be taken never to heat it above 129 degrees Fahrenheit. During the heating, the curd

should be constantly stirred with a stirrer consisting of a four-inch heavy tin disc attached to an iron rod. Where a cream vat is used, the stirring is done by hand. When the curd has reached a temperature of 104 degrees Fahrenheit the water surrounding it should be removed, and the stirring continued at intervals for 40 minutes more, after which it is ready to drain.

In case the curd seems unusually soft, as is not infrequently the case, it will be an advantage to heat as high as 108 degrees Fahrenheit. However care must be taken when high temperatures are employed as they are apt to result in a tough curd.

Draining the Curd.

This is best accomplished in a tin strainer with perforated sides and bottom. The strainer should be of ample size to hold conveniently all the curd, and to expedite drainage. A piece of cheese cloth should be spread over the strainer before receiving the curd. The latter must be hand-stirred as soon as it reaches the strainer, but the stirring should be done very carefully at the start to avoid loss by mashing the particles. Continue the operation until the curd is firm enough to prevent the particles from sticking together, which usually requires about five minutes. When proper firmness is reached, the curd is wrapped in the cloth strainer and squeezed with the hands until most of the whey has been removed. This operation requires only a few minutes and care must be taken not to press the curd too hard. After pressing, the curd appears in a roll.

Originally it was found necessary to grind the curd after pressing. This operation may be eliminated, however, by squeezing the curd until it can be readily granulated (without stickiness) with the hands. A little too much moisture is indicated by toughness and stickiness of the curd. Further squeezing will rectify the trouble. On the other hand, it is important not to get the curd too dry, though it is possible to overcome this by more soaking with milk or cream, which will replace the extra moisture lost.

Salting.

When the curd has been squeezed dry enough, and is thoroughly granulated by rubbing and mixing with the hands, salt should be added at the rate of about one ounce per six to eight pounds of cheese. Carefully mix the salt and curd and then proceed to soak the curd with milk or cream.

Soaking.

Now soak the curd with sweet, preferably pasteurized milk, until the curd assumes a moist condition. The amount of milk required for this purpose varies from one and one-half to two quarts for every 10 gallons

of skim-milk used. Two-thirds of this should be added immediately after salting, after which the curd is set aside for at least 10 minutes when the soaking may be completed.

The amount of milk to be added to the curd varies somewhat from day to day, depending upon the amount of moisture left in it before salting. The rule to follow is to leave the curd fairly wet, but not so wet as to have the milk drop from it. If the cheese is to be kept a number of days, it is best to leave it rather dry by soaking less.

Packages and Packing.

Among a number of styles of packages tried, two have proven satisfactory; namely, the Gem Fibre butter package, made of pasteboard and lined with parchment paper; and a waterproof paper package commonly used for carrying ice cream. It was found best to line both packages with parchment paper which has been either boiled in water or soaked in strong salt brine. Any surplus moisture should be allowed to drip from the paper before putting it into the packages. The latter should be washed in clear water before using, to insure freedom from dust.

Where cheese is to be kept a week or longer before it is consumed, tin capped glass tumblers have proven the most satisfactory packages, though more expensive than the other packages mentioned. A paraffined or parchment cap should be put under the tin cover. Both tumbler and parchment cap should be sterilized in hot water before using.

Cream Cottage Cheese.

A high quality of cheese is secured by soaking the curd with cream instead of milk. Many customers will gladly pay the increase in the price necessitated by the addition of cream instead of milk. The cream cottage cheese is preferably packed in tumblers.

Yield of Cheese.

The average amount of skim-milk required to make a pound of cheese soaked with milk is 7.1 pounds. Soaking with cream increases the yield.

Manufacture of Artificial Butter-milk.

Inoculate a batch of properly pasteurized skim-milk with lactic acid starter and ripen at 70 degrees Fahrenheit until it curdles. Inoculate another batch of properly pasteurized skim-milk of equal quantity with a culture of *Bacillus Bulgaricus*, and ripen at 95 to 100 degrees Fahrenheit until it curdles. Cool to 50 degrees Fahrenheit and pour both batches of curdled skim-milk into the churn. Churn until the curd is broken.

(Continued on page 20.)

Butter and Egg Decision

Last week the long expected decision of Federal Judge K. M. Landis was handed down in the case of the government against the Chicago Butter and Egg Board, which charged that organization with a number of unlawful practices. Nothing is contained in the decision of which the members of the Chicago Butter and Egg Board are not already aware. For the most part the decision is directed against the quotations committee. This committee was abolished more than two years ago, shortly after the suit against the board was inaugurated by the government. The members of the board saw that the committee would be forced to go, so rather than wait out the government in the matter, they abolished it without delay. The decision of Judge Landis further restrains the board from printing any prices, or further endeavoring to create a market on any other basis than actual sales. The decision aroused little comment on the street, as the trade is aware that the present method of conducting business on the Chicago Butter and Egg Board is in exact accord with the theory of the federal authorities as to how such an organization should be conducted. No changes will be made necessary owing to the decision.

When asked for an opinion, John Mitchell, of J. H. White & Co., president of the Chicago Butter and Egg Board, said:

CORN HARVESTER with binder attachment, cuts and throws in piles on harvester or winnows. Man and horse cut and shock equal to a corn binder. Sold in every state. Price only \$20.00 with fodder binder. J. D. Borne, Haswell, Colo., writes: "Your corn harvester is all you claim for it; cut, tied and shocked 65 acres milo, cane and corn last year." Testimonials and catalog free, showing pictures of harvester. Address

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48 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO

Warehouse: 209 W. South Water St.,

Long Distance 'Phone, Main 3184.

A.J.M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal

"I have heard that the decision has been filed but I have received no official notification. We understand, however, about what the decision contains. I do not think the decision contains a reference to any feature of the board's method of conducting business which has not already been covered in the course of the litigation, and which we have not altered long ago in such a manner as to comply with the government's wish in the matter. We have long since conformed to all requirements, and believe that with the exception of a few long-haired and wild-eyed reformers, nobody can find room to criticize our methods of doing business at the present time."

Eugene Turner, of Turner, Nohr & Co., prominent butter, egg and poultry dealers, said in talking over the ability of the board to fix prices:

"It is not possible in a market like this for one body of men to get together and absolutely fix the price at which an article must be sold, even for one day. I can recall hundreds of instances where butter has stood at a certain figure on the board for a few hours during the day. Sudden arrivals or the sudden realization that stock was cleaned out, have then caused the price to soar or drop to such an extent that before the day was over sales were being made at every price under the sun, except the one quoted by the board. I know of no business where the law of supply and demand prevails as strongly as in the butter and egg business. Any attempt to arbitrarily fix the price in a market like this is bound to result in failure. For that reason I have always regarded this agitation against the Chicago Butter and Egg Board as somewhat exaggerated and more or less without grounds."

Billiard Balls From Butter-milk.

Casein, the cheesy matter of milk, has more varied uses in the industrial world than any other milk constituent. It is used as a food, a medicine, a paint, a cosmetic, a fertilizer, a clarifier of wines, as a glue and also as fish bait. It is indispensable in the manufacture of water-proof paper, the dyeing of calico, the making of imitation tortoise shell, and many other articles, such as combs and paper knives. It is the principal solid matter of both butter-milk and artificial billiard balls. Even the films used in moving pictures necessitate the use of casein.

The industrial uses of casein were developed simultaneously in Germany and the United States. Its greatest development has been within the last 10 years. Within the last five years the use has increased over 100 per cent. America imports considerable quantities, as may be seen from the following report of August, 1911. We bought at that time \$97,937 worth of casein from the following countries: France, 609,382 pounds; Argentine, 198,414 pounds; Denmark, 66,270 pounds; other countries, 158,496 pounds. Total, 1,032,560 pounds.

Lactarine, a casein preparation used in dyeing, was imported to the extent of 9,138,388 pounds, and the people of the United States paid \$831,000 for it. Germany, more thoroughly educated in the conservation of waste dairy products, required only 5,000 tons of imported casein. At present Germany is using most of its casein for patented food purposes.

Different manufacturers require different kinds of casein. One of the heaviest buyers of casein is Gesellschaft Hoff & Co., Harburg, Germany, with several branches in other countries. This one company alone employs 1,200 men to make casein preparations.—Dr. S. P. Burnett in Breeders' Gazette.

Attention, Iowa Buttermakers.

At the Iowa State Buttermakers' convention it was decided that the scores from the general fairs and conventions for the season would be considered as scores for the Iowa educational contest. Therefore only three more scorings in this year's contest will be held at Ames. The balance of the scorings will be held as follows:

August scoring—Mason City Fair, August 17-22; C. H. Barber, secretary, Mason City, Iowa.

August scoring—Iowa State Fair, August 26-September 4; A. R. Corey, secretary, Des Moines, Iowa.

September scoring—Waverly Fair, September 7-11; Elmer Reeves, secretary, Waverly, Iowa.

October scoring—Iowa State Dairy Association, Waterloo, Iowa, October 12-18; J. J. Ross, secretary, Iowa Falls, Iowa.

November scoring—Ames, Iowa, November 13.

December scoring—Ames, Iowa, December 11.

January scoring—Ames Short Course, January, 1915.

February scoring, final—Iowa Buttermakers' convention, February, 1915.

The premiums will be awarded at the Iowa buttermakers' convention and only the eight highest scores for each contestant will be considered in making the final award.

Buttermakers Organize.

An organization looking to the ultimate creation of a state-wide association of creamerymen has been formed in Missouri by representatives of the larger creameries of the state south of the Missouri river. A permanent organization, to meet every 60 days, was effected and officers elected. It is known as the Southern Missouri Creamerymen's Association.

The object is to improve the quality of milk and to inaugurate a system of buying on a graded basis, paying more to the efficient farmer for cleanliness and richness of his cream than to the less industrious whose cream is below the standard of the other.

F. R. Paton, of Springfield, was elected president, N. L. Moore, of Mountain Grove, vice-president, and C. W. Kent, of Kansas City, secretary. E. G. Bennett, state dairy commissioner, was largely responsible for the organization and was present to assist.

Among the firms represented at the first meeting were: Fox River Butter Company, St. Louis; Carthage Creamery Company, Carthage; Meriden Creamery, Kansas City; Swift & Co., Springfield; Swift & Co., Sedalia; Willow Springs Creamery, Willow Springs; Green Hill Creamery, Green Hill; Cabool Creamery, Cabool; Mountain Grove Creamery, Mountain Grove; Fern Lake Creamery, Fort Scott, Kan.; Pierce City Creamery, Pierce City.

In the height of the short but furious electrical storm which raged in the vicinity of Ft. Dodge, Iowa, recently a large barn on the Pearson farm, just east of Mineral City park, occupied by Martin L. Myers, was struck by lightning. Three horses, three colts and a calf were cremated in the fire that followed the bolt. The loss was in the neighborhood of \$1,500, partially covered by insurance. Barrels containing several hundred gallons of butter-milk for feeding the hogs were standing nearby and the bucket brigade used this fluid as well as water to extinguish the flames.

A new creamery has been organized at West, Miss. L. S. Rodgers is president and R. L. Cross, vice-president.

The Harder you Hit'Er The Higher she goes!

BOOST YOUR BUTTER SCORES

Here are some of the ways to use the B-K hammer and hit the bad bacteria:

B-K destroys fishy flavors and all bad odors, leaves everything sweet and clean.

Use B-K for purifying your vats and churns. It makes the work easier and cleaner and quicker and makes the churn absolutely sweet and pure.

Wash and sterilize your separator with B-K before starting your day's work. Slime and filth will not adhere to the surface of a separator bowl treated in this manner. When you use B-K no brushing or scraping is necessary. You destroy the germs, render the slime harmless, besides saving ten minutes each time you wash the separator. The slime and all accumulated matter comes out in a solid sheet like an old hat.

Use B-K likewise for washing and purifying your clarifiers and all piping. There is no sticking of substance anywhere; leaves the inside of pipes smooth, clean and clear.

B-K destroys moulds and heavy odors in refrigerators and store rooms; helps to keep the product sweet and clean.

B-K helps clean the dirty odors in refrigerator cars. Just spray with B-K before loading. Results will surprise and please you.

Use B-K to wash and purify your floors and drains. Destroys all odors, cuts down bacteria, keeps the air of the building more pure, helps to make purer, better product.

Rinse your cans with B-K dilution—more effective, faster and cheaper sterilization than steam. Ask us to show you proof. We can do it.

Before packing your butter tubs rinse with dilution of B-K. Destroys butter tub mould—prevents fishy flavor.

Why B-K Helps

B-K helps because it is a powerful germ killer; over ten times more powerful than carbolic acid, yet not a poison; clean, colorless, safe; no odor after use.

General Purification Co.

603 Pioneer Building

Madison, Wisconsin

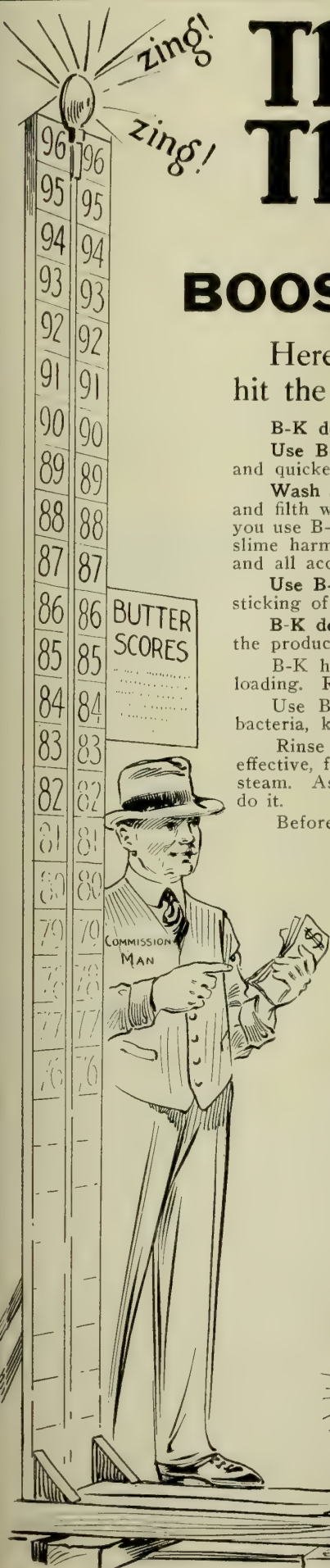
Wanted—

Every Buttermaker to write asking us how we handle separators with B-K to keep slime and dirt from adhering to the bowl; also how the bacteria is cut down. Startling results in immediate cleansing and purification and a great saving of time. You head off your contamination of separators and pipes before it begins.

If you make butter from whey fat, write us for our simple plan which greatly increases the quality of butter made from whey fat. You can't afford to be without it. Write for our free bulletin 89 entitled "Better Milk." Lots of valuable information about the dairy and cream business. Send today. It is free. Also ask us about such points above as most interest you.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



Important Milk Powder Decision

OPINION BY JUDGE JOHN R. HAZEL

The bill was filed to enjoin the defendant corporation and the individual defendants from infringing United States letters patent No. 666,711, granted January 29, 1901, to Robert Stauff of Posen, Germany, and now owned by complainant, the Merrill-Soule Company of Syracuse, N. Y., for an improved method of desiccating blood, milk and the like. We are concerned in this action with the process of manufacturing dry powder from fresh milk rather than with the particular device or apparatus by which this is accomplished. The patent has a single claim consisting of a series of steps, so phrased that a mere restatement of it will disclose the object of the invention, which reads as follows:

"The process of obtaining the solid constituents of liquids such as blood, milk, and the like, in the form of powder, said process consisting in converting the liquid into a fine spray, bringing such spray or atomized liquid into a regulated current of heated air so that the liquid constituents are completely vaporized, conveying the dry powder into a suitable collecting space away from the air current, and discharging the air current, and discharging the air and vapor separately from the dry powder."

There are four essential steps in the claim: 1, the conversion of the fresh milk into a fine spray; 2, bringing the spray into a regulated current of heated air to vaporize the liquid constituents; 3, conveying the dry powder to a suitable collecting space away from the air current; and, 4, discharging the air and vapor separately from the dry powder. The claim contains in terms no limitation as to the form of the devices used in practicing the process. The specification in describing the nature and operation of the apparatus, says:

"A pipe a serves to supply air under pressure to the spray-nozzles b. The air under pressure draws the liquid to be operated upon from the vessels d through tubes c and projects the same in a finely-atomized condition—that is to say, as a fine spray—in oblique jets into the interior of a shaft-like casing e. At the lowest part of the said casing is provided a suitable source of heat—say a gas-fire f. The air, admitted laterally through openings provided with suitable regulating devices or registers D, is heated by the source of heat and rises. The spray of atomized liquid coming from the jets or nozzles b comes in contact and mixes with the heated air, and the watery constituents of the spray are evaporated. The steam and the dry particles are carried upward by the heated air and by a cone g, extending into the casing e, are guided into chambers h, surrounding the shaft e in the form of a gallery, said chambers being constituted by suitable casings closed at the top. The sides of said gallery are made of woolen fabric, mill-gauze, or like pervious material, permitting the air and vapors to pass and escape into the atmosphere, while the dry powder falls down and is collected in the hoppers i, whence it is removed by openings fitted with suitable closing devices, such as rotary valves or the like."

In addition to the foregoing, the complainant filters the air before it passes to the spray nozzle and regulates the current of air by varying the speed of a blower which forces it over steam coil into the drying chamber, but these are not thought to be patentable departures from the Stauff process.

The defenses are invalidity, noninfringement, and voidness of the patent in question because of the provisions of Section 4887 of the Revised Statutes.

These defenses will be considered in the order in which they are stated.

It is shown herein that prior to the patent in suit repeated efforts were made to convert milk into a form better adapted for commercial purposes than in its original form. One of the early methods employed was the condensing and drying of the milk; later on, in accordance with the Just and Ekenberg processes, it was dripped on steam heated rollers from which it was scraped off after being cooked. But none of these methods proved satisfactory as the flavor of the milk was changed, its acidity increased, and it was incapable of complete solution in water. The art was therefore confronted with a difficult problem in the desiccation of milk which the complainant company solved by its process of transforming the milk into a fine powder wholly soluble in water.

There is evidence that the new process was independently discovered by Lewis C. Merrell, an officer of the complainant company, but that subsequently it was ascertained that the said process had already been patented by Stauff both in this country and abroad, whereupon the complainant company purchased the United States patent. The defendant company, while conceding Merrell's conception, nevertheless contends that the Stauff patent was incapable of successful commercial use, and that it taught no one how to practice the process under consideration, but I think the contrary fairly appears from an examination and analysis of the prior publications in evidence upon which reliance is placed to prove anticipation or limitation of the claim in controversy.

The expert witness for the defendants makes reference in his deposition to many patents granted anterior to the patent in suit in which it is claimed that spraying a solution into air to evaporate the water content and leave the solid in powder form is shown, but I am not satisfied that such was the fact. While there were a number of prior processes of one kind or another showing the spraying or injection of liquids into a chamber or casing, still none of them were shown to be capable of accomplishing the result of the patent in suit, and hence the presumption follows that such processes were incapable of so doing, as otherwise the skilled in the art would no doubt have quickly recognized the fact, and would have abandoned the objectionable Just, Ekenberg, and Campbell methods to which reference has heretofore been made. *Cimiotti Unhairing Co. vs. American Unhairing Machine Co.*, 115 Fed. 498.

The prior art refers to a number of inventions relating to the concentration of milk at a low temperature or to the preparation of preserves or other purposes by removing the water content, but nowhere is there any suggestion of a powder obtained by spraying save in the Percy and La Mont patents. In the patent to Percy, granted 1872, there is described a process of desiccating liquids by atomizing which comes close to the Stauff invention in controversy, but there is no evidence to show that such process was ever in practical use or capable of producing the result of the patent in suit. Had it been operative, it is quite unlikely that it would have remained unknown to dairymen and others who, long before the Stauff patent, were endeavoring to transform milk into a convenient form for commercial use. In his specification Percy declares that he brings fluid substances into minute division, the atoms coming into contact with currents of air or other gases, and he claims the principle of atomizing and desiccating simultaneously by dried or heated air which is forced forward through a pipe causing a division of the substances for the purpose of drying them. The description, however, fairly discloses that his process in important particulars was essentially different from the process in suit. I quite agree with complainant's expert Browne that

starch or dextrine (the substances mentioned in the Percy patent) may be dried by a current of hot air ejected from a pipe, but the complete evaporation of the moisture in milk or blood by spraying depends upon more careful treatment. To successfully accomplish the latter, the sprayed particles, I think, must be driven into a current of air so that they contact and mix with it in the casing during the period of evaporation. The witness Browne on this point testified as follows:

"Hot air cannot be furnished in sufficient volume through a spray nozzle to effect the drying of milk or blood in which there is a high moisture content. It is important in the Stauff process that the spray particles should be deprived of their moisture before they can settle upon any receiving surface, and this involves the supply of hot air in sufficient volume and at sufficient temperature to absorb all of the water in the milk or blood. Hence there must be a regulated current of heated air, sufficient volume and sufficient heat being supplied with due regard to the amount of water to be removed."

The Percy patent is devoid of any such disclosure. The success of complainant's process was owing to the fact that the milk was actually projected or sprayed into the current of heated air, and then borne upward by it into the receiving chamber. Defendants' expert witness Gunz, who claims that there was no important difference between the Percy process and that of the complainant company, seems to have ignored this important feature of the Stauff process. Nor is there any reference by Percy to discharging the air and vapor or deporting the dry powder away from the air current. It is evident that the Percy patent does not disclose the combination of elements of the claim in suit, and the mere possibility that it might be made to perform the function of the Stauff patent is not sufficient to preclude anticipation. *Gordon vs. Warder*, 150 U. S. 47.

The La Mont patent No. 51,263, of November 28, 1865, to which importance is properly attached by defendants, was for drying a batter of beaten eggs by a current of heated air. After describing the preferred method of operation, this patentee suggests an alternative method, i. e., that the egg batter may be forced by means of a powerful blast of air into a thin spray which falls through a current of heated air and then dries in fine particles. The specification is without a drawing, and it is difficult definitely to determine of just what the process consists. In this situation the following excerpt from *Westinghouse Air Brake Co. vs. Great Northern Railway Company*, 88 Fed. 250, is not entirely inapt:

"The prophetic suggestions in English patents of what can be done, when no one has ever tested by actual and hard experience and under the stress of competition the truth of these suggestions, or the practical difficulties in the way of their accomplishment, or even whether the suggestions are feasible, do not carry conviction of the truth of these frequent vague statements."

The phrase of the specification "fall through a current of heated air" is not explained nor the manner in which the vapors are discharged from the chamber or the powder collected away from the air zone. In the absence of proof that the La Mont suggestion of spraying egg batter and allowing it to fall through a current of air ever became operative it may fairly be presumed that it never came into practical use. In his later (*La Mont's*) patent No. 50,421, no mention is made of his method of spraying the batter, and I am entirely satisfied that the instrumentalities employed by him for carrying out his process were incapable of desiccating fresh milk and producing a powder completely soluble in water.

In the Walker patents, Nos. 285,187 and 345,846, the offal or meal is dried by means of heat contained in coils, but the specification says nothing of spraying a liquid into a regulated current of heated air. The expert witness for defendants also lays stress on the patents to Sherwood & Farnsworth, Downing & Hughes, Blackman, Haseltine, Bassler, and Newton, some of which were for condensing milk, glucose, tannin, etc., while others related to concentration of syrups or sugar juice, and though in some instances such liquids were sprayed into a receptacle no one of the patents was capable of producing a milk powder which could be dissolved in water with its characteristic freshness and purity unchanged. As these patents do not as closely approximate the patent here considered as do the patents to Percy and La Mont, they may be passed over with the simple comment that none of them discloses the combination of steps of the claim in suit. Even if considering them collectively we find that they disclose the series of steps of the patent in suit, they nevertheless are not anticipations as when considered singly it is clear that each patent lacks an element possessed by the Stauff patent. *Schmerz Wire-Glass Co. vs. Pittsburgh Plate-Glass Co.*, 168 Fed. 73. Stauff, though not a pioneer in the broad sense in which that term is ordinarily employed, was nevertheless the first to spray a liquid into a regulated current of air to remove the moisture content, thus producing a fine powder which was carried to a collecting space outside the air currents, allowing the air and vapor to pass to the atmosphere.

As to infringement. Except as to a few unimportant changes the apparatus of the defendant company for desiccating milk is not thought patentably different from complainant's. In the defendants' ap-

Perfection Brand Butter Color

HIGH IN QUALITY

LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

"Salable in the Highest Class"

**That's what the Business Managers of the Creameries
using Schmidt Bros. tubs work for**

There has been from 5 to 7 cents difference between the price of butter that will grade an extra and the next class under it during the past season.

They want their butter to be **SALABLE** in the **HIGHEST CLASS**.

They don't want any shopping around the market to find buyers at a favorable price, on an overstocked market—nor to have their butter turned over at a loss.

The business managers of these creameries want every cent that their butter could be made to bring on the market.

And they not only aim to make fine goods that should sell at the highest market prices, but they ship their butter in Schmidt Bros. tubs as important factors in rendering it "**SALABLE IN THE HIGHEST CLASS**" by **PRESENTING IT AT MARKET IN THE MOST SALABLE SHAPE**.

Quoted from a Market Report, Feb. 2d, 1914:



"No doubt the effect of importations will be to make **PERMANENT** a wider difference in values according to **QUALITY** than has ordinarily prevailed here, and **IT WILL BECOME MORE AND MORE VITAL** to the welfare of our dairy industry that our product be more largely

—SALABLE IN THE HIGHEST CLASS."

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.



paratus the force of heat of the Stauf patent—different, it is true, from "a gas fire," but nevertheless the equivalent means for supplying heat suitably regulated to the casing or chamber, is applied by forcing the heated air, which is regulated by a fan, into the evaporating chamber after it has passed over steam coils. The liquid is sprayed or atomized into the heated chamber and instantly dried and vaporized, while a material quantity of the fine powder descends to the bottom of the chamber away from the air current, the remaining quantity being borne by the air current into a dust collector which retains the solids as the air and vapor pass to the atmosphere through air escapes. I am unable to perceive any material dissimilarity in this adaptation of defendants under Brigham patent No. 1,071,692, from complainant's. There is no doubt but that substantially the same result is attained by both. I think the defendants' process is fairly within the scope of the claim in controversy, and considering the progress made in the art by complainant's process, a fair range of equivalents should not be denied. The adaptation by the defendant company of a blower device in place of a natural draught for regulating the air, and of a fan for regulating the current, and its substitution of a duster for a screen to collect the powder, were mere changes of form from complainant's and do not involve infringement. *Crown Cork & Seal Co. vs. Aluminum Stopper Co.* 108 Fed. 845.

There is contradiction in the testimony regarding the different products, the defendant company claiming that its product is more palatable than complainant's but this fact—if it is a fact—is not thought of material importance. If there is a slight difference in the flavors of the two products it is easily attributable to a variety of causes. The important fact remains that a milk powder completely soluble in water was produced by the defendant company by its adaptation of the process described in the specification and claim of the patent owned by the complainant company.

Whether the Stauf patent in suit is void under Section 4887 of the Revised Statutes depends upon whether the invention was first patented in a foreign country as that term is legally defined, and whether application for such patent was filed more than seven months prior to the filing of the application in this country. There is dispute as to whether the Stauf German patent is for the same invention as the patent in suit, but in my opinion the processes in all essential particulars are the same. A comparison of the claims discloses only slight differences between them such as the use of the term "current ascending from below" in the German patent as opposed to the term "regulated current" in the patent in suit, and the additional element of "discharging the air

and vapor separately from the dry powder" found in the United States patent. While these differences and additions are probably not unimportant, I should nevertheless hesitate to construe the German patent so narrowly as to preclude their use, and therefore I am persuaded that there is such substantial identity between them as complies with Section 4887 as amended; hence the principle announced in the case of *Leeds vs. Victor*, 213 U. S. 320, holding that difference in combination is a substantial difference, does not strictly apply. But the contention that the Stauf invention was first patented in Germany prior to January 29, 1901, the date upon which it was given out, is not sustained by the evidence. The statute contemplates that the grant of a patent in this country is void only when it is primarily shown that the invention was first patented abroad and that the application for such patent was filed more than seven months before the application was filed in this country. The dates of filing the applications of their allowance, and of their issuance, are as follows:

June 12, 1899. German application filed.
October 3, 1900. United States application filed.
December 28, 1900. United States application allowed.
January 9, 1901. German application allowed.
January 29, 1901. United States patent issued.
March 14, 1901. German patent *ausgegeben*.

Under the German law, as I understand the record, an application for patent is published on the day following the filing thereof, and a provisional protection is immediately accorded it. Later when it is definitely decided to grant a patent that fact is published and a so-called title deed prepared for the patentee. On the German document in evidence (the Stauf patent) there is printed the *ausgegeben* date, viz: "Ausgegeben den 14. März 1901," which complainant claims was the date of grant notwithstanding an earlier decision by the Board of Patent Examiners to allow the patent. The defendant company claims that such *ausgegeben* merely constituted a publication of the patent for circulation and sale of copies and that the actual date of patenting a German patent is the date of the decision by the Board of Examiners to grant the patent. The testimony of an expert witness who claimed to be familiar with the German patent law and who expounded it, together with excerpts from decisions of the German Imperial Court, found in the record, are claimed to support the latter contention. I have carefully considered the subject, and am quite prepared to be-

lieve that a patentee under the German law secures certain monopoly rights during the pendency of the application, but that full and definite monopoly rights are not secured to him until after the Patent Office decision when there is a sealing or issuing of the patent, which is evidenced by the *ausgegeben* date printed on the face of the patent. Until then there is no actual patenting. The German decisions in evidence do not appear to me to decide the precise question under consideration; but it is not an entirely new question in this country, having been previously decided in *Queen vs. Friedlander*, 149 Fed. 775, that the "publication or *ausgegeben*" date is the date upon which the patent is actually issued, and in several other cases that the word "patented" as used in section 4887 means "the actual issuance of the patent under the seal of the government" of the foreign country. It was so held in *American Company vs. Cushman* 57 Fed. 842, and this holding was followed by Judge Shipman in this circuit in 1894, in the case of *Edison Co. vs. Waring Co.*, 59 Fed., 358, (affirmed, 69 Fed., 645). The amendment to the statute concededly has not altered the effect of these decisions and Congress in re-enacting the earlier statute presumably adopted the interpretation of the judicial decisions bearing thereon rendered before the amendment. *The Abbottsford*, 98 U. S., 444; *McDonald vs. Hovey*, 110 U. S., 328; *Sedgwick on Const. Stat.*, 365; *White vs. Apollo*, 209 U. S., 14. But the defendant contends that some of the decisions cited on this point, the *Queen* case, for instance, were rendered under section 4886 of the Revised Statutes which relates to an entirely different subject, section 4887 dealing with protection in a foreign country, while section 4886 deals with disclosures as anticipations of the alleged invention. This contention however is thought unsound. The word "patented" as used in both sections, when considered in relation to the issuance of the patent or the period from which the monopoly dates, has no different significations. Upon this point there was also evidence by the complainant to show that it is the practice of the United States Patent Office to regard the *ausgegeben* date of a German patent as the date of grant and the time from which the monopoly runs. Such practice is not inconsistent with the decisions cited which have had the subject of the dates of foreign patents under consideration.

There is no positive evidence to show that the individual defendants, who were formerly in the employ of the complainant company, violated their contract with the complainant to keep secret its *modus operandi* or that they participated in any profits derived from the infringement. Indeed, the process being a patented one, was open to the public, and the

(Continued on page 22.)

Chr. Hansen's Lactic Ferment

PRODUCES
BUTTER
of Quality

Therefore the *Butter and
Cheese Culture* for
you to use.

Scores on Butter

	Score
G. Stussi, Manchester, Iowa....	97.50
H. H. Whiting, Cedarburg, Wis.,	97.00
F. V. Merryfield, Troy Center...	96.33
H. Nichols, Elkhorn, Wis.....	96.33

Scores on Cheese

	Score
H. A. Kalk, Sheboygan Falls...	98.75
A. C. Worth, Appleton, Wis....	98.50
J. Van Epps, Fremont.....	98.00
A. F. Peterson, Appleton.....	96.50

A Satisfied Customer

"I received the highest of all scores, 98 points, at Iowa State Fair, because I used Chr. Hansen's Lactic Ferment. And I don't think there is any better made than Chr. Hansen's Culture.

E. B. Olds, Sumner, Iowa."

Chr. Hansen's Laboratory

Milwaukee,
Wis.

Little Falls,
N. Y.

TO THE MEMBERS

National Poultry, Butter and Egg Association.

At a recent meeting of the executive committee it was unanimously decided to hold our next convention October 26-27 at Hotel Sherman, Chicago. This will be during the time of the National Dairy Show and will give those interested an opportunity to visit the latter.

In accordance with the motion adopted at our last convention the executive committee voted to increase the annual dues to \$10—this with the idea of having enough revenue to pay for the services of a business manager. The committee is now ready to entertain applications in writing for this position. We are looking for a man who is acquainted with the butter, egg and poultry business, has a good knowledge of traffic matters, an able and forceful speaker and one of good personal habits. Full details as to experience, salary required, etc., must accompany the application.

Attached is copy of a circular from our chairman of the Transportation Committee which is of interest and I am sending to members a copy of the proceedings of the third annual meeting of the Joint Conference Committee, also a circular issued by the American Railway Perishable Freight Association, relative to packing eggs.

Now please don't forget the dates of the convention. Bear in mind that we expect every member to do what he can to get out a large attendance and if there are any items of general interest that you would like to have discussed at the meeting let me hear from you and same will be given due consideration by the committee in charge of the program.—Chas. E. McNeill, secretary, 216 W. South Water street, Chicago.

"Would appreciate your advising our members on the subject of 10,000-pound minimum for the use of a refrigerator car, for which the Michigan Central have issued a tariff, effective August 1st, (no question but what all the other lines will follow) which permits the use of a refrigerator car on the following three options:

"First: Where no ice is required and the car is billed not to be re-iced, a car will be furnished for 10,000 pounds at the regular rate.

"Second: Car may be billed to be re-iced and the actual ice, or ice and salt used to be added to the freight charges.

"Third: If the car contains less than 15,000 pounds, the railroads will furnish ice, or ice and salt, free providing the shipper will pay freight on 15,000 pounds.

"The first proposition will take care of the storage eggs in winter months and fresh eggs up to May or June 1st, depending somewhat on what section of the country; also the frozen poultry in the winter months. While this is not getting back to the days when a car was furnished for 10,000 pounds and the railroads furnished icing free, it is, however, what we thought was the best that could be done at the present time.—W. F. Priebe, chairman Transportation Committee."

Wisconsin Awards

The following is a list of the 50 butter-makers and cheesemakers who have been granted awards this year at the butter and cheese scoring exhibitions, by the dairy department of the Agricultural College of the University of Wisconsin.

These awards are granted after 12 entries of butter or cheese have been made by each man. The award gives the scoring in

detail showing the quality of the product made by the exhibitor for each of the 12 entries.

A great many buttermakers and cheesemakers send their product to the dairy department for inspection and criticism during the year, but no awards are granted until 12 such entries have been made.

Hubert Bartel, Peebles; Lare Lewvean Bolstead, Basco; Wm. Fred Conway, Troy Center; Rudolph Else, Hellenville; Herman E. Griffin, Mt. Horeb; Carl C. Jorgensen, Rose Lawn; Pedar Kristensen, Cushing; E. E. Koch, Marshall; Paul Kottke, Cedarburg; John Mattson, St. Croix Falls; Harry D. Nichols, Elkhorn; John Schiller, New Holstein; Harry H. Whiting, Cedarburg; John Betthausen, Coloma; John P. Braun, Malone; Wm. Carl, Bagley; Christopher Christenson, Amherst Junction; Melvin Christopherson, New Franklin; W. J. Dehn, La Valle; Val Dressler, Louisburg; Chas. Goble, Hersey; Geo. Johnson, Waupaca; Theo. Jorgensen, Chippewa Falls; H. C. Koenig, Plain; Theo. Lennartz, Frederick; J. H. Miller, Baraboo; Wm. Misteale, Oakdale; G. A. Moldenhaur, Montello; A. M. Newman, Black Earth; Frank O'Hearn, Melrose; Hans Pederson, Warren; Fred Raasch, Vesper; John Rasmussen, Wautoma; C. M. Sanford, Amherst Junction; John Schield, Fall Creek; Wm. Sieger, Chaseburg; Fred Speich, Berlin; G. M. Stewart, Mazomanie; Leslie W. Turner, Montfort; Julius A. Warnke, Germania; T. G. Wilson, Hazel Green; J. D. Anderson, Spring Valley; Bert Bragg, Preston, Iowa; H. A. Kalk, Sheboygan Falls; Fred Pieper, Rosendale; John A. Pritzl, Grims; Alfred Reinertson, Valders; Aug. Schwanz, Manitowoc; Jos. Snerberk, Colby; Wm. Bothwell, Darlington.—E. H. Farrington.

Real Co-operation.

What is probably a record breaker in co-operative work has been won by the Garrison (N. D.) Farmers' Creamery. The Garrison Farmers' Creamery was organized last fall, a building erected and same put in shape for opening this spring. The opening was celebrated on April 2d in connection with the opening of the Garrison flour mill, which was known as Bread and Butter Day. Farmers and business men for miles around flocked into town where Governor Hanna was the guest of honor. In celebrating the event, little did the people think that again so soon would they be called upon to start up a new creamery but on the morning of May 15th after the creamery had run for only a month and a half, it was totally destroyed by fire. The farmers, nothing daunted, decided to erect a new building and today are doing business in a larger and better building than they had to start with. This was brought about by the splendid co-operation of the people, which is making Garrison one of the most promising and prosperous communities in the western part of the state, and if the present plans go through, Garrison will receive its full share of the prosperity, which is now in full swing in North Dakota.

A Correction.

On page 13 of the July 15th issue of The Creamery Journal appeared a reply to an inquiry regarding the manufacture of ice cream. In the fifth line of Prof. Mortensen's answer appears the statement that "the ice cream should be frozen to a temperature of about 36 degrees Fahrenheit." This should be 26 degrees Fahrenheit. The error was typographical in the composing room.

The creamery at Alsen, S. D., was recently destroyed by fire. The loss is estimated at \$4,000.

NEW YORK.

Receipts on the Decline—Prices Show Upward Tendency.

[By The Creamery Journal Staff Correspondent.]

The flush of the butter season apparently is over as receipts have begun to decline and invoices indicate an even more marked shrinkage now that July has almost passed. Hot weather in most of the dairy states has not only cut down production but it has resulted in furnishing a larger supply of ordinary and undergrades, and it is from this class of butter that the market has suffered somewhat during the past 10 days or more. Receipts last week totaled 61,052 packages, and show a falling off of about 8,000 packages over the previous week. Coincident with the lightening in supplies and the shortening in the proportion of fine butter, prices of extras have gradually hardened until now the market is up to 28@29c with the indications pointing to very little change in these quotations for a little time to come.

Some receivers say that it is unusual for such a large proportion of the butter to show hot weather defects as almost all sections from the north to the south are turning out more or less indifferent stock. Buyers whose customers demand the finest butter obtainable have a great deal of difficulty in filling their requirements and in order to get sufficient supplies they are forced to look over the available offerings of many houses. This has caused a relatively high price of extras, as firsts are $2\frac{1}{2}$ c lower than extras in price. Increased prices have almost entirely checked the speculative demand as it is generally believed by storers that 28@29c butter is too high as a safe investment. Were it not for the fact that foreign butter will be a factor on the market this winter if prices are high, there would be more inclination to put butter away even at the present high price. Most operators, however, fear that enough stock will come from European ports as well as from other sources to carry the market down if prices get to an unreasonable figure.

Weather conditions in New York all spring and summer have been peculiar. There has been a great deal of rain and only a few hot days now and then. This has delayed the vacation period which usually begins in June and is at its height during August. For this reason there have been more people in town than common this season and consumption has been good although the past two weeks retailers particularly have had a smaller outlet and are, therefore, not buying so heavily. This condition is becoming more general and from now on until after Labor Day butter houses expect rather a stagnant trade. Out-of-town buyers have not been quite as active during the past week as they were formerly and this also has been felt, particularly in the undergrade market. This is the class of goods which these buyers particularly take. The factory workers throughout New England do not call for the finest line but are satisfied with a good first. The activity to get butter throughout the west is less keen than it was and premiums have declined to some extent although they are so high still in some favorable localities that receivers can hardly sell this butter at present quotations and come out even. All such butter is going into the cooler for speculative purposes.

The firmer feeling on the top grades of creamery has been felt in the undergrade market, more particularly in ladles and packing stock. Ladle manufacturers, too, had a good trade and process is readily taken by the process men in the west or

Big Iowa Buttermakers' Banquet

At New

Russell-Lamson Hotel

Waterloo, Iowa



HELD on Buttermakers' Day at Iowa State Dairy Association convention and Dairy Cattle Congress.

All Expenses Paid

including railroad fare both ways, pass to Dairy Show Grounds, meals—and a big banquet in the evening.

A New \$350 Piano

A New H-D Motorcycle

\$350 in Gold

will be distributed at banquet.

This is a great opportunity for the Iowa buttermaker who is a booster for his creamery, his patrons and his state.

It will positively be the biggest affair any buttermaker was ever permitted to participate in.

Contest Department

Fred L. Kimball Company

WATERLOO, IOWA

absorbed by the city ladlers. Process has been firm with the supplies moderate. All good ladles and packing stock have shown an active market with a premium paid for top grades.

The extreme heat which prevailed in the dairy sections is noticeable in arrivals and receivers say that no matter how careful shippers are in icing their cars before loading and even while in transit, that the stock is apt to show heat, especially if allowed to remain on the dock any length of time.

The foreign butter market at present is of very little importance on account of light

arrivals. Last week there were 183 casks from Denmark and 30 from Siberia. The Danish creameries which have for years made a specialty of supplying the English markets are turning out a fine grade of butter and what shipments of this are arriving are being absorbed here by some of the dealers who sell it in their print trade. The Copenhagen markets are higher and there is less room for shipping to America now than formerly. There has also been some Canadian creamery butter on the market which was bought in Montreal for 25c and which cost 28¼c here.

property of the association which shall come into his hands; to keep an accurate account of all money received and disbursed by him, and retain all vouchers for all disbursements, and to render such accounts, statements and inventories as shall be required by the board of directors.

The officers of the association, and each of them, shall perform such additional and other duties as shall from time to time be imposed or required by the board of directors, or as may from time to time be prescribed by the by-laws.

Article VIII.

At any regular meeting, or at any regularly called special meeting of the stockholders of this association, each stockholder, irrespective of the number of shares of capital stock he may own, shall be entitled to one vote, and only one, on any question that shall come before such meeting; said vote may be delivered either in person or by mail; if the vote is delivered by mail, the stockholders so voting must have been previously notified in writing of the exact motion or resolution upon which vote is taken, and a copy of the motion or resolution must be attached to and forwarded with said vote. All votes by mail must be sent to the secretary of the association, who shall deliver them to the meeting where they shall be read and recorded. Failure by any stockholder to receive notice of motions or resolutions, that, otherwise, may come legally before any meeting of stockholders, shall not prevent action on said motion or resolutions at said meeting. Voting by proxy shall not be allowed at meetings of stockholders or of the board of directors.

Article IX.

The earnings resulting from the business of this association and its net earnings shall be distributed by the board of directors as provided by law.

Article X.

Only persons holding stock according to the regulations of the association shall be members thereof.

Article XI.

On or before the first day of March of each year, this association shall make an annual report, as provided by law, to the secretary of state.

Article XII.

At any regular stockholders' meeting or at any special stockholders' meeting called for that purpose on 10 days' notice to the stockholders, this association may amend these articles of incorporation by a majority of all its stockholders; provided, the amount of capital stock shall not be diminished below the amount of the paid-up capital stock at the time that the amendment shall be adopted.

Article XIII.

The names and residences of the persons forming this association are:.....

CONSTITUTION AND BY-LAWS.

Article I.

The name, place of business, capital stock, restrictions upon the sales of stock, and the purposes of and membership in this association are set forth in the articles of incorporation, which are referred to and made a part of this constitution and by-laws in the same manner as if the same were specifically repeated and written herein.

Article II.

The stock of said association shall be sold at not less than par, shall be non-assessable and no person shall hold more than three shares thereof. Each stock-

Specimen Articles of Incorporation

SUITABLE FOR CO-OPERATIVE CREAMERIES

The Creamery Journal has from time to time been asked to submit a specimen form of a constitution and by-laws suitable for a co-operative creamery. No one form is suitable for all organizations but the one following is a good model. Of course, articles can be added or stricken out to suit local conditions. This form is used quite generally among co-operative butter and cheese factories in Wisconsin:

KNOW ALL MEN BY THESE PRESENTS, That the undersigned have associated and do hereby associate themselves together for the purpose of forming a co-operative association under sections..... to....., inclusive of the..... Statutes, and do hereby make, sign and agree to the following:

ARTICLES OF INCORPORATION.

Article I.

The name of this association shall be..... and its principal place of business shall be at..... County of..... State of....., P. O. address.....

Article II.

The business and objects of said association shall be the manufacture of butter and by-products from the milk furnished for such purpose by the stockholders in said association and to co-operate for the purpose of standardizing, handling and selling such butter and by-products.

Article III.

The capital stock of this association shall be..... Dollars, which shall be divided into..... shares of the par value of one dollar each. No stockholder shall own more than three shares of stock in this association.

Article IV.

The shares of the capital stock of this association are non-assessable, and the private property of stockholders shall be exempt from all debts of this association.

Stock in said association shall be sold only to persons who deliver milk to the..... creamery to be manufactured into butter and by-products.

Any stockholder desiring to dispose of his stock in said association shall deposit the same with the secretary-treasurer thereof, and the same shall be sold, under the restrictions of this article, by the said sec-

retary at not less than par for account of such stockholder within 60 days from date of such deposit. If the secretary shall not have sold such stock at the expiration of 60 days, the same shall, upon request, be returned to such stockholder who may then dispose of the same without restriction or limitation by the association.

Article V.

This association shall at no time have or subject itself to an indebtedness that shall exceed 75 per cent of the amount of its paid-up capital stock, as shown by the books of the corporation.

Article VI.

The affairs of this association shall be managed by a board of five directors. The directors shall be elected by and from the stockholders of the association at such time and for such term of office as the by-laws may prescribe.

Article VII.

The officers of this association shall be a president, a vice-president, secretary and treasurer. They shall be elected annually by the board of directors, and each of said officers must be a director of the association. The by-laws may provide that the duties of secretary and of treasurer shall be performed by one and the same person, who, in such case, shall be known as secretary-treasurer.

The principal duties of the president shall be to preside at all meetings of the stockholders and of the board of directors. He shall sign all certificates of stock and all other contracts and other instruments which may have been ordered by the board of directors.

The principal duties of the vice-president shall be to discharge the duties of the president in the event of the absence or disability, for any cause whatever, of the latter.

The principal duties of the secretary-treasurer shall be to keep a true and correct record of the proceedings of the stockholders' meetings and of the meetings of the board of directors; to safely and systematically keep all books, papers, records and documents belonging to the association; to countersign and affix the seal of the association to such papers and documents as shall be directed to be countersigned or sealed; to keep safely and account for all moneys, credits and other

D. E. Peterson Co.

SPECIALISTS IN BUTTER

23-25 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

holder in this association shall be entitled to one vote.

Article III.

The board of directors, provided for in the articles of incorporation, shall be elected annually at the regular annual meeting of the stockholders, and shall hold their offices for one year and until their successors are elected and qualified. Said directors shall be stockholders in said association and shall be residents of..... county or vicinity, and shall have control, supervision and direction of the business of the association.

The board of directors shall have power to make and enforce such rules and regulations and by-laws as they may deem proper, not inconsistent with the constitution or by-laws of the state or with the articles of incorporation.

A majority of the board of directors shall constitute a quorum for the transaction of business, but a less number may adjourn from day to day upon giving notice of such adjournment to absent members of the said board.

Any vacancy occurring in the board of directors shall be filled by the remaining members thereof.

Article IV.

The members of the board of directors shall within 10 days after their election, elect from their number a president, vice-president and a secretary-treasurer. Any or all of such officers, who may be entrusted with funds or property of the association, may be required to furnish a bond in such sum as the board may deem ample.

The board shall engage and enter into contract with a buttermaker who shall receive for his services a certain specific sum per pound of butter manufactured, and a suitable compensation for by-products, to be fixed by the board of directors.

The members of the board of directors and the officers of the association shall receive no compensation for services rendered to the association.

Article V.

The term of office of all officers of said association shall be one year, unless the office be sooner declared vacant, but the tenure of any officer shall continue until his successor has been duly elected and qualified.

The board of directors may remove any officer for cause, and any agent or employee at any time, and shall fill any vacancy caused by any such removal.

Article VI.

The regular annual meeting of the stockholders shall be held on the..... day in..... A. D. 191., and thereafter on the second Wednesday in January. The president of the board of directors may call special meetings of the stockholders upon 10 days' previous notice either by personal service or by publication thereof to each stockholder.

A regular meeting of the board of directors shall be held within 20 days after the regular annual meeting of the stockholders. The secretary shall call special meetings upon order of the president or upon written order of any three directors, but notice of all special meetings shall be given to all directors not joining in the call therefor.

Article VII.

Each stockholder in the association shall deliver all his milk, to be used in the manufacture of butter, to the..... creamery, and shall enter into contract with this association so to do.

Each stockholder shall agree and pledge himself to conform to rules and regulations adopted by the stockholders at their annual

meeting relative to sanitary conditions of barns, milk houses and utensils, and relative to quality of milk and the standardizing of butter, and shall further agree to assist in every way in making..... county butter a product of the highest quality.

If any stockholder shall violate the provisions of this article or of any pledge, contract or agreement made or entered into under this article, the board may call in his stock and cancel the same.

Article VIII.

The buttermaker engaged by the board of directors shall be held responsible for the poor quality of any butter or by-products manufactured by him, when such poor quality is due to the negligence or wilful act of such buttermaker, and the question as to whether or not such buttermaker is at fault shall be determined by the inspector employed by the.....

The buttermaker shall refuse to accept any milk unfit for the grade of butter required by the..... as entitled to bear its brand.

Article IX.

If this association shall hold stock in another corporation, such stock shall, at all meetings of the stockholders of such other corporation, be voted by the president of this association, unless the board of directors of this association shall, by resolution adopted at any regular or special meeting, designate some other person for that purpose.

Article X.

This constitution or these by-laws may be amended by vote of the majority of the stock outstanding at any regular or special meeting, but if at a special meeting, notice to amend the constitution and by-laws shall have been given in the call for such special meeting.

Nebraska State Cream Grading.

State Food Commissioner Harman, of Lincoln, Neb., announces that beginning August 3d, all cream purchased in Nebraska will be bought according to grade. One month's trial of the new method will be had. No difference in price for first or second grades will be paid until it is demonstrated that the new method is advantageous. Mr. Harman says under the present system the cream producer receives the same price for his cream whether he takes care of it properly or improperly. This, he says, is neither equitable, just nor fair, and should not be allowed to continue. During the trial month cream will be graded into two grades, and no third grade will be accepted or purchased.

Cream will be graded according to the following rules:

First grade cream shall consist of cream that is clean to the taste and smell, sweet or slightly sour, and free from lumps, curd, dirt and all foreign matter.

Second grade cream shall consist of cream that is too sour to grade as No. 1, that contains undesirable flavors or odors, even though in a moderate degree; that is foamy, yeasty, or slightly stale, or that is too old to pass as first grade cream.

Third grade cream shall consist of cream that is very old, rancid, mouldy, dirty, or curdy, and such cream must not be accepted by the creamery companies or cream buyers.

New York July Scoring.

The July scoring was held on the 24th. The following is a report of those samples of butter that scored 90 or above:

J. A. Burnett, East Smithfield, Pa.....93½
J. C. Webb, Cooperstown.....92½



North American Cold Storage Co.'s Building at Chicago, Ill., Insulated with

WATER-PROOF Lith Insulation

THIS is only one of the many buildings that have been equipped with Lith, on the advice of refrigeration experts, on the strength of the fact that this insulation has proved so invariably successful.

75 per cent of all the creameries in the Northwest are insulated with Lith. It absolutely cuts ice cost in two! An absolutely

Write for
Big
Free Book

guaranteed insulation that comes in sheets 18x48 inches, twice the size of ordinary insulation, therefore leaving less than half the number of joints or cracks possible for leaks. Write for book. Also write for information regarding

Union Cork Board

Made of pure cork and asphaltum. 1½ pounds of cork to square foot one inch thick. A greater percentage of cork than you can find in any other insulation material.

Write for Big Free Book, "Insulation for Cold Temperatures"

Union Fibre Company

105 Union St., Winona, Minn.

R. R. Steacy, Ithaca.....	94½
I. A. Cook, Ithaca.....	93
Glenn Harter, Skaneateles.....	90½
Seven Gates Farm, George Gullock, buttermaker, N. Tisbury, Mass.....	93½
Mrs. W. A. Whitney, Cassadaga.....	92½
Two packages of cheese were received:	
H. L. Wilson, Montpelier, Vt.....	95¾
F. C. Butler, Nunda.....	94½
Four samples of milk and cream were scored. Of these three scored 90 or above:	
Seven Gates Farm, N. Tisbury, Mass.....	96
C. H. Voight, Washington Mills.....	93½
Lime Ridge Farm, Poughquag.....	90

—Dept. Dairy Industry, Cornell University, Ithaca, N. Y.

Smith's Computer (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.

Central States Butter Contest

MASON CITY, IOWA, AUGUST 20th

OPEN TO ALL COMPETITION.

Pro rata	\$300 to \$500
Specials	\$225
Totals	\$725

We are pleased to call your attention to the sixth year work of the Central Dairy States Butter contest, held at Mason City, Iowa, in connection with the North Iowa Fair, August 17-21.

This contest is conducted differently from all others, not only open to all competition, but dairy commissioners of Iowa and Minnesota have appointed a superintendent to represent the buttermakers from their own and other states. These superintendents appoint the judges who score the butter, and a clerk of their appointment will award the prizes, based on the average score of the judges.

W. B. Barney dairy commissioner of Iowa, has appointed Assistant Dairy Commissioner J. J. Ross of Iowa Falls as superintendent for Iowa.

Joel Winkjer, dairy commissioner of Minnesota, has appointed James Sorenson, superintendent of the State Creamery, Albert Lea, Minn., as superintendent for Minnesota.

The North Iowa Fair has appointed S. B. Nichols, of Mason City, as superintendent for the fair.

E. B. Higley Company will care for all butter and furnish all necessary cold storage space for same free of charge. Butter will be scored and sold at their plant, 505-513 South Main street, Mason City, Iowa.

Exhibitors misrepresenting the class of butter entered forfeit premiums, either special or pro rata fund.

Diplomas suitably inscribed will be given to exhibitors of butter scoring 93 or better. Entry shall consist of 20-pound tub.

Judges' awards will be on the basis of 100 or perfection, as follows: Flavor, 45; body, 25; color, 15; salt, 10; package, 5; (notice the judges will mark on packages), this includes appearance. No exhibit deemed unworthy will be awarded a premium.

All creamery butter should arrive in Mason City by Friday, August 14, 1914.

Attach entry tag to top of your tub or package.

Do not prepay express. Send collect. Charges will be paid by the secretary and deducted from butter sales and receipt sent you.

The entry fee this year will be \$2, all of which goes into the pro rata fund. The pro rata fund will consist of all the entry fees and the money given by the North Iowa

Fair. The fair will guarantee this pro rata fund will not be less than \$300. Two hundred entries (this is a conservative estimate) will insure a pro rata fund of \$550.

Entry fee and express will be deducted from sale of butter.

All butter will be scored, butter sold, and proceeds of sale, together with pro rata money and score card sent to contestants promptly.

4000—Butter made in a creamery where milk is separated—all butter scoring above 91½ in this class will participate in the division of the pro rata fund.

First Prize.

\$8.00—a silver plated casserole or baking dish, given by J. B. Ford Co., Wyandotte, Mich., manufacturers of Wyandotte Cleaner and Cleanser.

\$5.00—Cash, given by Gude Brothers, Kieffer Co., 21 Jay street, New York.

\$5.00—Geo. Bowen, representing the Worcester Salt Co., gives \$5 to the winner of first in this class if salted with Worcester salt.

\$5.00—Cash, given by Howard D. Reynolds of James Rowland & Co., New York, to buttermaker having highest score in this class, shipping to James Rowland Company.

\$5.00—One 10-gallon can of Faultless Anti-Carbon Auto Oil, given by Hawkeye Oil Co., of Mason City, Iowa.

Special Prizes for Whole-milk Butter.

\$25.00—Cash, by M. V. Bickel, western representative of Ficken & Zinn, commission merchants, 331 Greenwich street, New York City, to be divided among the buttermakers whose butter in this class is being shipped to Ficken & Zinn, New York City, at the time the 1914 North Iowa Fair is being held, as follows:

\$5.00—To the buttermaker having the highest score of any shipping to Ficken & Zinn.

\$4.00—To the second highest shipping to Ficken & Zinn.

\$3.00—To the third highest shipping to Ficken & Zinn.

\$2.00—To the fourth highest shipping to Ficken & Zinn.

\$1.00—To the fifth highest shipping to Ficken & Zinn.

\$10.00—Grand sweepstakes—\$10 cash additional to the buttermaker shipping to Ficken & Zinn at the time the 1914 North Iowa Fair is held if he has the highest scoring butter in this class.

4001—Butter made in creamery where no milk is separated—all butter scoring above 90 in this class will participate in the pro rata fund.

First Prize.

\$8.00—Three-piece silver plated tea set, consisting of a teapot, sugar and creamer. Given by the J. B. Ford Co., Wyandotte, Mich., manufacturers of Wyandotte Cleaner and Cleanser.

\$5.00—Cash, given by Gude Brothers, Kieffer Co., 21 Jay street, New York.

\$5.00—Geo. Bowen, representing the Worcester Salt Co., gives \$5 to the winner of first in this class, if salted with Worcester salt.

\$5.00—Cash will be given by Howard D. Reynolds of James Rowland & Co., New York, if the highest score in this class is made by buttermaker shipping to James E. Rowland & Co. at time of contest.

\$5.00—One 10-gallon can of Faultless Anti-Carbon Auto Oil, given by the Hawkeye Oil Co., Mason City, Iowa.

Special Prizes for Gathered Cream Butter.

\$25.00—Cash, by M. V. Bickel, western representative of Ficken & Zinn, commission merchants, 331 Greenwich street, New York City, to be divided among the buttermakers whose butter in this class is being shipped to Ficken & Zinn, New York City, at the time the 1914 North Iowa Fair is being held, as follows:

\$5.00—To the buttermaker having the highest score of any shipping to Ficken & Zinn.

\$4.00—To the second highest shipping to Ficken & Zinn.

\$3.00—To the third highest shipping to Ficken & Zinn.

\$2.00—To the fourth highest shipping to Ficken & Zinn.

\$1.00—To the fifth highest shipping to Ficken & Zinn.

\$10.00—Grand sweepstakes—\$10 additional to the buttermaker shipping to Ficken & Zinn at the time the 1914 North Iowa Fair is held if he has the highest scoring butter in this class.

Second Prize.

\$25.00—Cash, given by Howard D. Reynolds, of James Rowland & Co., New York, to buttermaker having highest score in this class and shipping to James Rowland & Co.

The \$20 offered below will be added to the general pro rata fund:

Special Pro Rata Fund.

\$10.00—Cash, the Diamond Crystal Salt Co., of St. Clair, Mich., "give \$10 to show good will and to boost a good cause."

\$5.00—Martin H. Meyer, representative of Chr. Hansen Laboratory, Madison, Wis., "gives \$5 for the advancement of a good cause."

\$5.00—W. D. Collier & Co., 200 West South Water street, Chicago, Ill., "give \$5 with kindly feelings to all buttermakers."

Special Prizes.

\$25.00—Cash, the De Laval Separator Company, 29 East Madison street, Chicago, Ill., give \$25, to be awarded as follows:

\$12.00—First premium to the butter scoring highest.

\$8.00—Second premium to the butter scoring second highest.

\$5.00—Third premium to the butter scoring third highest.

\$18.00—Cash, Merrill & Eldredge, commission merchants, 30 West South Water street, Chicago, Ill., give \$18 as follows:

To all creameries who ship us continually during July and August, we will pay:

\$10 to the buttermaker getting the highest score.

\$5 to the buttermaker getting second highest score.

\$3 to the buttermaker getting the third highest score.

\$10.00—Martin H. Meyer, representative of Chr. Hansen Laboratory, of Madison, Wis., gives \$10 as follows:

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

A leather suit case, valued at \$5 to the winner of the highest of all if he uses Chr. Hansen's butter color, so stated on his entry.

\$5.00—Additional in gold to the winner of the highest if he uses Chr. Hansen's Color and Culture, and so states on his entry.

\$5.00—Cash, Spurbek Lambert & Co., of Algona and Estherville, Iowa, give \$5 as follows:

\$3 to the winner of the highest prize.

\$2 to the winner of the second prize.

\$10.00 cash is offered by the Preservaline Mfg. Co., 854-864 Lorimer street, Brooklyn, N. Y., to buttermaker making highest score in either class, providing he has used Perfection butter color in making his butter and so states on his entry. In event that the highest score in both classes is awarded to different contestants and both have used Perfection color, this amount is to be divided equally between them.

Buttermakers' Scoring Contest, Thursday, August 20th.

\$5.00—Cash, contributed by Howard D. Reynolds, of James Rowland & Co., commission merchants, New York.

\$5.00—Cash, contributed by the Currie Hardware Company, of Mason City, manufacturers of the Eclipse Moisture test.

This \$10 will be awarded in three prizes: First prize, \$5; second prize, \$3; third prize, \$2.

This contest will be held in floral hall, in front of the refrigerator, from 10:00 to 11:00 a. m. The time from 11:00 a. m. to 12:30 will be devoted to discussions and talks by distinguished visitors. This will be in the rest tent, east of floral hall.

James Sorenson,

J. J. Ross,

S. B. Nichols,

Superintendents.

Address all communications to Chas. H. Barber secretary, Mason City, Iowa.

If you compete for special prizes, state which ones and comply with requirements.

More About Creamery Trusts

An article which appeared in the Chamber of Commerce Journal, July, 1914, and which bore the heading of "Creamery Trusts a Joke," contained so little of truth and so much of error that we feel impelled to correct some false impressions which will remain as a result of the article referred to. We are assuming that the secretary of the Chamber of Commerce is responsible for the appearance of the article in question and lest it be charged that we merely give personal opinions as opposed to those advanced in the said article, we propose to answer by quoting from reports of previous dairy commissioners to the governor of the state of Iowa. We believe no one is better prepared than the dairy commissioner to report on the conditions of the dairy industry and to faithfully record history concerning progress made along dairy lines.

The article begins by stating that there are 30 or 40 so-called centralizers doing business in Iowa and among others mention is made of the Swift Company in Des Moines. The dairy commissioner's office has no record of such a plant. Concerning the statement that "there is nothing in common with the ownership of these plants. They are all in competition with each other," will say that we find in the last dairy commissioner's report a list of creameries operated by the Swift Company at the following points: Waterloo, Clinton, Leon, Dubuque, Iowa Falls, Keokuk, Clarinda, Creston and Ottumwa.

John J. MacDonald

13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry

COMMISSION MERCHANT
Fancy Creamery a Specialty

43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I. Swift, Mgr.
Butter Department. Formerly with Stephen Underhill

ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western Representative,
F. A. Salisbury,
Vinton, Iowa

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange National Bank, Philadelphia; Commercial Agencies.

25 South Water Street
PHILADELPHIA

Among other plants listed in the article are the Cherry Company at Cedar Rapids, the Clarinda plants at Clarinda and Leon and a "big plant" at Manning. Perhaps the writer of this article does not know that there is no established record of a Cherry creamery at Cedar Rapids and a search of the dairy commissioner's reports for 15 years failed to give any information. The Clarinda and Leon plants have for more than a year been acknowledged as the Swift & Co. branches, while the "big plant" at Manning was converted into a local creamery more than a year ago.

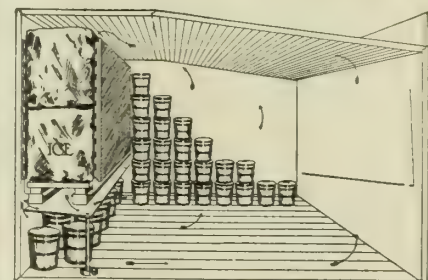
In the face of the above facts, the article goes on to say: "No one who knows the facts will charge that there is anything in common in the ownership of these plants. Each one is a separately owned plant and all are in competition with each other for butter-fat. Three to four and five of them oftentimes maintain collection stations and buyers in a single neighborhood." After the above misinformation is given, we find the question, "Why try to poison the public mind against these people by referring

(Continued on page 16)

NORTHEY COOLERS

"The Cooler With the Hump" For Dairy Use

Floor in Our Cooling Room is Filled With Water Proof Cork
Buy Your Cooler in Sections—You May Wish to Move It Any Time.



Mineral Wool Packed. Perfect Construction. Cold Dry Air Circulators. Odorless. No Taint. No Mould. Triple Matched Joints. Strong Circulation. Sanitary. Preserver of its contents. Every up-to-date Creameryman should write for catalogue

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
FOR SALE BY ALL DAIRY SUPPLY HOUSES

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor

E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, AUGUST, 1, 1914.

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting not decided. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Minnesota State Fair—Hamline, September 7th to 12th. J. C. Simpson, secretary, Hamline. Andrew French, superintendent Dairy Department, 345 Endicott Bldg., St. Paul.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

Central Dairy States Butter Contest—Mason City, Iowa, August 17th to 21st. Buttermakers' day, August 20th. Chas. H. Barber, secretary, Mason City, Iowa.

Iowa State Fair—Des Moines, August 26th to September 4th. A. R. Corey, secretary; W. B. Barney, superintendent Dairy Exhibits, State Capitol Bldg., Des Moines.

BETTER PATRONS.

Which comes first, better buttermakers or better patrons? That is almost as difficult to solve as is the question "Which came first, the egg or the chicken?" Our observation has been that when-

ever you find a good creamery you find good patrons and a good buttermaker. Which came first is a subject that has interested us considerably, as it seems if that problem could be solved a great many evils which we are all so familiar with would soon adjust themselves. If, for instance, it were generally admitted that the very first requisite for a good creamery was a good buttermaker—a man who, besides knowing how to run machinery and test cream, was an educator and a teacher, then all our educational forces would be directed to the buttermaker's qualifications and satisfactory results would follow.

We have heard many very interesting discussions relative to this subject and admit that both sides have convincing arguments. But we are beginning to believe that it isn't entirely up to the buttermaker, as many think. We realize that a good buttermaker can produce results in a community, which a poor man can't. He can hold a creamery organization together where a poor man couldn't, or he can pay off a creamery debt where a poor man would run behind. But all of that doesn't necessarily make good patrons out of poor ones. The term "good patron" is considered in the wrong light by far too many buttermakers. In nine instances out of 10, ask a buttermaker who his best patrons are and he will name his heaviest milkers. In all our minds the word "best" is confused with the word "biggest." The best patrons are those who, first, are making money with their cows. They are patrons who are breeding up their herds, who are familiar with the general trend of dairying, who are smart enough to realize that it takes good cream to make good butter, whose common sense tells them not to hold their cream a week or 10 days, and who are business men enough to know that a creamery can't sell butter for 24c and pay the farmer 34c for his fat.

We know buttermakers who have gone into creameries which have been run down and are in debt. They were active enough to create new interest in the local plant and they put the business on a solid footing. Yet they didn't particularly make any better patrons out of them. Those farmers are still milking their old scrub cows, they continue to quarrel over the butter-milk, they won't attend a picnic or an annual meeting. We say those patrons are no better than they were before. The new buttermakers were more capable leaders and they got many patrons to send to the home plants instead of to neighboring creameries.

Now, the trouble with such buttermakers is they think they have made good patrons out of poor ones. They don't go far enough.

In communities where there are a large number of what we call "good" patrons, it doesn't close the creamery if a buttermaker quits. They get some one else and if he doesn't make good they get a man who will.

The point we wish to emphasize is that the individual patron is considered too much as a non-entity in our efforts to make better butter. Buttermakers and others of us who are entrusted, you might say, with the welfare of the dairy industry,

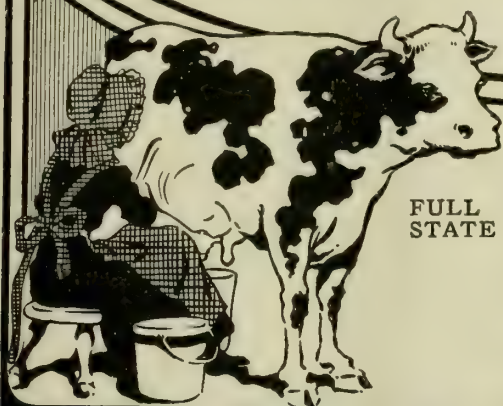
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Because it gives butter the true June shade,
and makes it bring top price.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
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Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

pay too little attention to the education of the creamery patron. We take poor cream and spend time and money hunting for some way to make good butter out of it instead of spending any of that time or money in teaching the producer how to overcome the poor cream evil.

We must change the mental attitude of our creamery patrons before we will see any material improvement. Train them so they will have respect for clean, sweet cream and their local creamery and you will have accomplished the task which has already cost the creamery industry millions of dollars. And what have we to show for it? Storage houses and cellars literally flooded with undergrades. The farmer hasn't paid all the freight.

If all our buttermakers would recognize these truths and spend more time along these educational lines there would be an improvement in the creamery industry such as has never been known before.

The very first step in this direction is to see that every one of your patrons reads good dairy literature. The farm dairy press is the logical medium to change the creamery patrons' mental attitude. It broadens and trains their minds and develops an appreciation and a desire for better cows and better quality products.

Take it upon yourself, Mr. Buttermaker, to see that every one of your patrons subscribes to two

or three good dairy farm papers, and you will be doing a wonderful thing for the creamery industry.

Start a dairy paper subscription campaign among your patrons.



When you stop to think of it—why shouldn't the National Dairy Show be the biggest thing of its kind in the world? There is no other field of agricultural endeavor that has the number of people interested in it to compare with the dairy cow. Speaking of cows—there will be many Lords and Ladies of the bovine family at the National Dairy Show this year—some coming direct from the aristocracy of the old world, but the real useful farmer's cow will have some splendid representatives at the show this year.



As a matter of fact, no cow which is suffering from tuberculosis or other transmissible disease ought to be permitted to give milk for the use of the public, and the day may not be far distant when the farmers themselves will unite with the health authorities in wisely seeking to stamp out such infections by frequent tests and inspections. But farmers are led more easily than driven, coaxed more easily than threatened. By proper procedure you can get their co-operation in testing their herds.

Don't

leave your butter exposed to dust, dirt and germs. Wrap it in Paterson Pioneer Parchment Paper—it will keep it sweet and fresh, and get you the top market price. Write for "Better Butter," a free book that shows dairymen the road to better profits.



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References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

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References: Irving National Bank, N. Y.

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Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

More About Creamery Trusts

(Continued from page 13)

to them collectively as a trust?" The writer then goes on to say, among other things: "The co-operatives which formerly were neighborhood affairs and practically had their little local territory to themselves are experiencing some real competition." We believe that statement to be true as indicated by the following from the report of former Commissioner H. R. Wright, in the 19th report to the governor, under date of November 15, 1905: "With the beginning of the cream shipping system the quality of cream has still further deteriorated for the reason as already pointed out, that the cream does not reach the buttermaker as soon as it did under other systems, and hence the greater deterioration. Competition between the central plants and the local plants has been so strong that in only a few localities is any kind of cream rejected. Hence, the farmer, instead of having an inducement for producing high class cream, is actually encouraged by the situation to careless practices in the handling of his product. It is not practical for the local creamery to reject his cream, because then he can ship it to the central plant. Up to the present time the cream has nearly all been paid for at the same price, regardless of its quality of cleanliness or wholesomeness."

The Des Moines writer then states: "It is a fact that with the centralizers the price of cream to business from a point that made Iowa insignificant in the rank of the butter producing states." Contrast this statement with the following from page 10 of the dairy commissioner's 17th annual report to the governor: "While Iowa is the greatest dairy state in the Union, judged by the aggregate of butter produced," which would indicate that the fact that we are now holding second place is not due to the careful nurturing of the industry by the centralizer interests as claimed by the Des Moines writer.

Also, on page 48 of Commissioner Wright's 17th annual report appears the following: "That the centralizer plants have in some greater or less measure succeeded in decreasing the make of butter in this state is certain." The next page of the same report has the following: "The co-operative creamery has long served the dairy people of Iowa. It has added greatly to the wealth of those parts of the state where it has long flourished and it will take more evidence and longer experience than is now at hand to conclusively prove that its day of usefulness is past. Not one of the larger co-operative creameries has failed to be able to meet all competition up to this time. * * * There is a field for the centralizer plant and the shipping of cream, but there is not yet any evidence at hand to show that they are to be substitutes for the co-operative creameries or the local creameries of any kind."

In conclusion we wish to call attention to a few self evident facts. Draw a line through the middle of Iowa from east to west and you will find that out of Iowa's 520 creameries, about 400 are located north of this line. In northern Iowa the price for butter-fat is, as a rule, regulated by the local creameries and is from 3 to 6¢ higher than the prices paid in southern Iowa in localities where price regulation is in control of the central plants. Or, for instance, take any community, anywhere in Iowa, where a local creamery is doing business, and you will find that the price for butter-fat is invariably higher than at some other nearby community where only centralizer competition exists.—W. B. Barney, Commissioner.

Stir Milk in Cans

The milk in the top of the can just above the water level in the cooling vat cools much more slowly than the milk that is below that level, according to experiments just completed by the dairy division of the United States Department of Agriculture. The warmer milk in the top of the can does not circulate naturally with the cold milk at the bottom. The cold milk being heavier than the warm will remain at the bottom of the can, while the warmer and therefore lighter portion will remain at the top, and practically no circulation will take place. The transfer of heat in this case is very slow; moreover, the milk around the sides of the can cools much more quickly than that in the center of the can. It, therefore, is important to stir the milk while cooling.

In experiments made with cans where the top of the milk was above the water level, it was found that the milk above that level remained from 5 to 6 degrees warmer than the portion below the level. Bacteria consequently will develop at a higher rate in the top of the milk, and when later the milk is mixed, the souring of the whole canful will be hastened both by reducing the temperature of the whole and also by the increased number of bacteria in the warmer portion.

In the experiments all the cans were cooled by the same method. The milk in some of the cans was stirred every 15 minutes while that in others was not. The water in the cooling tank was 62.6 degrees Fahrenheit. The milk that was stirred cooled from nearly 90 degrees to slightly above 60 degrees in three hours. The unstirred milk did not get down to a similar temperature for four hours and 15 minutes. Meanwhile, in the unstirred milk all the milk above the water level in the running water was 5 to 6 degrees warmer. The comparatively rapid decrease in temperature when the milk was thoroughly stirred at intervals of 15 minutes demonstrates the advantage of agitating the milk while cooling.

The advantage of stirring is emphasized by the fact that at the time the milk was stirred the temperature of the room was over 6 degrees warmer than was the case when the unstirred milk was put into the running water. The time taken to cool the milk in either case, however, is too great for good results, and the test served best to demonstrate the necessity of employing some form of milk cooler suitable for farm use, and more efficient than running well water.

Where ice is plentiful and may be had at nominal cost, it is easy to reduce the temperature of the milk to 40 degrees Fahrenheit. This may be done by running the milk or cream over some form of cooler around which cracked ice, or a mixture of ice and salt, is placed, or through which ice water is circulated.

Where the milk is placed in cans and set merely in cold water, or even in a tank filled with ice water, the cooling goes on very slowly, especially if the cans are large.

R. L. Whittenhall, buttermaker at Tryonville, Pa., writes The Creamery Journal: "Enclosed find \$1 to renew my subscription. Have just installed a new 100-tub Northey Patent Cooler, and to say that I am pleased with it is putting it mildly. I have been running only three seasons. Last year I increased the business 50 per cent over the first year, and this year have made at least 35 or 40 per cent gain over last year."

THE MARKETS

CHICAGO.

Improved Market Condition Noticeable — Current Receipts Sufficient for Demand.

[By The Creamery Journal Staff Correspondent.]

The feeling in the local butter market for the past two weeks has been much easier, and an improved condition exists on every hand. No butter is being taken out of the coolers, even by the wagons, but the entire local trade is being supplied with current receipts, which have been holding up fairly well. The trade has been forced to take into consideration a weather condition which was so torrid as to diminish receipts. However, there is no immediate danger of any butter being taken out of the coolers before another month. Regardless of this fact the local dealers expect the trade to go to the cellars early this year, following the report of the warehouses last month. The report of the warehouses for the month which is now being completed will be eagerly awaited by the trade. This will give a pretty good indication what the trade can expect this fall.

Prices have held about the same during the past two weeks. The butter market here, according to the receivers, is too high. This is true in particular on extra fancy creamery and all the better grades. Buyers do not like the idea of paying the prices asked and the holders take the attitude that they must pay or see the butter go into storage. They seem to have every confidence in a strong market this fall. To the mind of the writer the attitude of the butter bulls who are indifferent bears or not bears at all, and practically say "take it or leave it," is one of the best indications that these men believe that the full market is destined to show some big things in the butter line.

Charles B. Ford, the prominent produce man, has just returned from an extended trip to Europe, where he has been making a study of European butter. While in New York he talked with a number of the produce men of that city who handled European butter last winter, with an idea of getting the opinions they had formed from their experience.

Charles Linton, of Kalamazoo, Mich., who is now traveling for the Fred K. Higbee Creamery Supply Co., was a visitor to the city last week. Mr. Linton was passing through on his way to Minneapolis, Minn., where he expects to visit his parents. He declares that the make of butter in Michigan this year is destined to be large, and of fine quality. Mr. Linton has a number of friends here, having formerly been butter man for a number of local houses.

Herbert King, of C. E. McNeill & Co., made a trip to New York last week on business connected with the company. Mr. King intends to visit a number of the butter markets in the east, with a view to getting a line on the trade in that section before returning west.

The news arrived last week in the form of a telegram from Luddington, Mich., that Edward Hurd, head of the butter department of J. H. White & Co., had died suddenly while on his vacation at that resort. Mr. Hurd had just put out in a gasoline launch with a party of friends, when without warning the summons came. Heart disease, unsuspected but of long standing was given as the cause. Mr. Hurd had been at Luddington only a few days, and a few hours before his death had written a

number of picture post cards to his friends on the street, expressing sympathy with them that they were forced to labor in the hot city while he was enjoying the cool lake breezes and other amusements of the summer resort. Mr. Hurd was 50 years old and was one of the best known butter men on the street. He knew hundreds of shippers all over the country. He was one of those who had been on the street for such a long time that their friends say of them "He was born on the street." Few men were more popular and few knew more about butter. At one time he was in business for himself as a receiver of butter and eggs, but he did not make a success of this venture. Nevertheless he closed out with

as much grace as he could, and paid every cent he owed. Within the past few years he has sometimes expressed to the writer a certain discontentment with the produce business. In fact, he made several attempts to engage in other lines, but always gave them up in disgust after a little while and came back to the produce business.

Last week was one of the hottest of the year beyond any question. The boys on the street worked without their shirts, many of them. In the congested produce district the heat as well as the stench was almost beyond endurance. Receivers with butter basements were forced to look sharp to see that the plants were operating as

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You make every effort to get good cream.

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You do your utmost to educate your patrons along lines that will yield better results for you both.

Why, then, should you neutralize your efforts by using salt that dissolves slowly, distributes unevenly, requires over-working, and, worst of all, has rank or bitter flavors to impair your butter?

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The bitter flavors common to other brands are completely eliminated by the WORCESTER METHOD OF MANUFACTURE, patented and used by us exclusively.

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To Make the* **BEST**

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Largest Producers of High Grade Salt in the World

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Harrison and Greenwich Sts., New York
Receivers and Distributors

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PHILADELPHIA EGG HOUSE

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Butter and Eggs in Car Lots or Less

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References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet Correspondence solicited.

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usual, as the temperature outside was such as to ruin any quantity of butter left to its mercies in a short time. However, extreme care was used on every hand and no losses were reported.

John Shawhan, of Merrill & Eldridge, leading poultry, butter and egg dealers, is spending his vacation in the woods of northern Wisconsin, where he is trying to see what he can do with the rod and reel.

Sam Werner, prominent produce man from New York, was in the city last week looking over the butter situation.

J. J. Albers, secretary of the Texas Produce Exchange, Dallas, Texas, was in the city shaking hands with his many friends last week.

During the heated season golf continues to form a favorite diversion among the butter men of this market. They arise early—and early in golf means about 2:30 a. m.—in order to get on the links in plenty of time. They are thus able to drive a few holes before it becomes necessary for them to get down town. While many of the butter men play in the morning when they can, the afternoon is the logical time. Many of them get down to their offices early and stay until "the agony" of the day is about over, when they rush for their motor cars and spend the rest of the day on the links. The are all getting in fine fettle, too, for the annual tournament which is to be held this fall on the Windsor Park links, and to the winner of which will be given the silver loving cup now held by Horace I. Lepman, of Lepman & Heggie.

Nothing new has developed during the past two weeks in the plan for moving the produce district to a new location, which was described in full in a recent issue of The Creamery Journal. Will Wagner, of G. H. M. Wagner & Sons, who is sitting on the lid of the proposition, told the writer over the phone today that nothing new had developed, but that he would have something definite to say in about another week. The work is well in hand, and the committee is making fine progress in working out the details. Much interest continues to exist among the produce men, and, as was the case two weeks ago, the moving of the street continues to be a favorite topic of conversation among the produce men.

Efforts of local produce men to secure a lowering of the telephone rate came to naught last week when the Bell Telephone Co. made an unfavorable reply to C. A. Kerr, who represented all the local produce associations in an endeavor to secure a lower rate for the long distance conversations held between receivers and shippers. This is a matter about which there has been much agitation during the past few years. The produce men one and all feel that the rates which they are charged at the present time are too steep and altogether unreasonable. The plan of Mr. Kerr called for two-minute long distance calls instead of three minute, and also proposed a scale of reductions in the rate during that section of the day when lines were less busy and connections were made with more ease. The rejection of the plan proposed by Mr. Kerr may mean a suit against the telephone company, financed and pushed by the entire local produce trade.

Fewer than the usual number of butter men have been in the market during the past two weeks. There seems no reason for the shortage unless perhaps the warm

weather may be held to blame. Chicago is not the best place in the world to be when the warm breezes blow, and the shippers must know this fact, for they evidently prefer to remain at home in their own cool back yards rather than see their friends among the receivers.

This is not the time of year when there is a great deal going on in the local produce trade. Business is done in a routine fashion, and most of the receivers are waiting until fall before they attempt any large operations. Business is brisk enough in most lines, however. It must not be thought that the writer is trying to convey the impression that there is ever a let-up of a real nature in the produce business. However, there is that slackness in the butter business during the summer months which exists in all other lines as well. Much of the talk among the merchants is concerned with what the fall will bring. The general feeling is that the butter market will be much stronger than was anticipated a few weeks ago.

"How much figure will foreign butter cut in the Chicago market next fall and winter?" was the question which the writer put last week to a prominent receiver who is in close touch with butter affairs on the other side and who made a fair success of handling foreign butter last winter:

"I do not believe that the foreign butter will make much difference as far as the price is concerned," was the reply. "I know that while many dealers did not come out very well on their foreign butter last winter, quite a few of them are going to make the attempt again. That is to say, they are in communication with foreign shippers in New Zealand, Australia and Argentina, and know where they can get the butter if they want it. To my mind there is no question that there will be plenty of room for all of the foreign butter which will come to this market next fall and winter. I believe that with the trade going early to the coolers, according to present indications there will be a good demand for butter of almost any sort in this market. Everything depends on arrivals during the next few weeks. The report of the warehouses for the month of July will come pretty close to telling the story, too. Of course, if the report of the warehouses shows that the surplus is large, and if production continues brisk enough to supply the demand over the summer in good fashion, then I do not see where foreign butter can cut much figure in this market. The dealers will have to size up the situation before hand, however, and take the biggest kind of gamble. It takes three weeks for foreign butter to get to this market, with no assurance that it will be good enough to eat when it comes. If they could find some means of shipping this butter so that it is as good when it gets here as when it is made, the situation would take on a different aspect without delay. As it is at present, however, much of the foreign butter which arrives in this market has excellent body, denoting fine workmanship, but when it is tasted it is found that all the qualities which go to make high grade butter have vanished. Whether it is the long ride over the salt water or some other reason, I do not know, but at any rate much of the foreign butter which comes here is pretty poor stuff. It has not been in this market strong enough yet to make any difference in the price and to my mind it never will be until they find some better means of transportation."

George Linn, distributor of the famous "Holland Brand" butter, said last week:

"I wish to compliment the shippers of the west on the excellent quality of the butter they have been sending to the local market this summer. It shows a steady improvement, both in workmanship and other qualities."

PHILADELPHIA.

Market Shows Strength for Top Grades—Extras in Good Demand.

[By The Creamery Journal Staff Correspondent.]

While the midsummer weather conditions with frequent rains have for some time been favorable for a liberal make of butter, the extreme heat prevailing in the producing sections has deteriorated to a greater or less extent the make of fine goods, as many arrivals have shown heat and other defects and standard goods in a number of cases have fallen off from one to several points. With these existing conditions, prices are firmly held when the goods will warrant it. Quotations and sales for "fancy specials" still remain at 31c, as though the available supply is distinctly less, the feeling is general that any advance would likely result in a reaction. This price is only obtainable where the quality is the best, as the buyer shows no interest, even though it be a pet brand, if there is the slightest shading in quality.

Extra has quite a good demand, and a firm feeling has prevailed on the butter board during the entire month of July, a half cent up or down being the change in quotations. This pronounced firmness has been a puzzle to the speculators, who have been waiting for lower prices, though they still insist time will bring the figures their way as there will be a plenty of the grades this fall. Today, however, 29c is the quotation and is maintained with ease.

With the strength of the market being largely for the top grades, there is some difficulty in finding outlets at the quoted prices for the secondary qualities. Firsts and seconds comprising the bulk of the receipts there are offerings in plenty and the receivers cannot afford to turn down a buyer. In fact, the buyer very frequently makes the price; he wants a 24 to a 27c butter for a certain print he is selling, and he will do considerable shopping to secure the best quality available at his stated figure.

Ladles being about the only cheap butter on the market are getting more attention and under a better inquiry have ready sale at 21@23c as to quality.

Dairy and packing stock are still in light receipts. When the quality is desirable they move out readily on a basis of 18@19c.

BOSTON.

Market Gained Strength on Best Grades—Mediums Plentiful.

[By The Creamery Journal Staff Correspondent.]

As was indicated a couple of weeks ago, the butter market has gained strength on the high grades, which compose only a small portion of the current receipts. Medium grades, which are quite plentiful and on a steadier basis, are no higher, taking the average sales. We can safely say that the situation on the whole is more promising for the selling interest, though there is still an absence of speculative operations, and the distribution is up to a full average. Receivers continue to complain of small profits, and from their viewpoint the market is not in a satisfactory condition, but so long as the goods are going into consumption freely and receipts are not larger than a year ago, we consider that the future is fairly encouraging.

Most of the trading in a wholesale way

during the past week has been on a basis of 27½@28c for extra creamery, 93 score, but at the close receivers of this high grade are not offering under 28½c, and some are holding for 29c. A portion of the western receipts shipped in here as extras will not score over 90 or 92, and can be bought at 27½c, but as New York has lowered its minimum score for extras to 91, and the tendency is in favor of sellers, the indications are that no extras will be sold next week under 28c. Perhaps it would be safe to say an average extra will not be offered under 28½c next week, but there is no certainty of this. Buyers are resisting the rising tendency as stoutly as they can, and it is impossible to predict what the price will be in another week.

Creamery firsts take a wide range, say

from 25@27c, with bulk of sales at 25½@26½c, and are being offered freely. They form a large part of the butter now passing through retailers' hands, as the quality is passably good at the price. But they have no keeping qualities, and receivers are not putting any into cold storage if they can help it. Seconds have accumulated and are not quotable at over 23@24c, and thirds are plentiful at 20@21c. Ladles are selling at 19½@20c, and kept fairly sold up. Packing stock in limited supply and is worth 18@18½c. The best renovated meets with a fair sale at 22c. There is a pretty large trade in creamery packed in five-pound boxes, which are used by grocers for their best family trade. These command ½@1c above tub quotations and keep well sold up.

"While I consider the butter situation

Salt Helps Preserve Butter



Diamond Crystal Keeps It Longer

Remember that during the hot days of July and August your cream will not be received in the best of condition. An ounce of precaution is worth a pound of cure. It will take eternal vigilance and Diamond Crystal Salt to insure you a "Western Extra" on the market.

When you put salt in butter you are adding a preservative. The more pure salt you can put in, the longer the butter will last. Putrefactive bacteria will not begin their work so soon, where the proper amount and kind of salt are used.

Because of its flake-like grain and freedom from impurity, the maximum amount of Diamond Crystal Salt can be incorporated in a given amount of butter. The flake grain allows the salt to dissolve more readily and distribute evenly. This means that all your butter gets the same amount of the preservative. The purity of the salt allows you to use more without giving that bitter stinging taste to the butter.

To keep your butter longer in this hot storage weather, be sure that you use the Salt That's All Salt.

Diamond Crystal Salt Co.

ST. CLAIR, MICH.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1523 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

fairly healthy as it stands at the present time," said one of our receivers the other day, "I am afraid that higher prices will check consumption and cause a reaction later on. Boston has been a liberal consumer of butter this season, because prices have been quite reasonable, but if there is much of an advance I am afraid we shall have a different story to tell. People generally have made up their minds not to respond to extreme values, and they may go back on butter as they have to some extent on beef. There has been little or no encouragement for oleomargarine so far this season, but you may notice that the receipts this week show a large increase and this should be a warning to dealers. It will surely come on the market later, if genuine butter is boosted much higher."

The statistical situation, as shown by the annexed statements, is worthy of close attention. Receipts as compared with last year are beginning to fall off, and since the first of May are 100,000 pounds less than same time last year.

Receipts for the week ending July 25th amounted to 2,427,653 pounds against 2,793,416 pounds the previous week and 2,863,628 pounds for corresponding week last year.

The stock in cold storage was increased 52,087 packages for the past two weeks, and on Saturday, July 25th, the total stock was 261,093 packages against 260,833 packages same time last year, an increase as compared with a year ago of 260 packages. This is running very close, and future statements will be watched with interest.

Receipts of oleomargarine for the past four weeks amount to 9,097 packages against 7,182 packages for same time last year, an increase for this year of 1,915 packages. Up to this month there has been no appreciable increase.

A statement has appeared in the daily papers that the Boston Cold Storage and Warehouse Terminal Company has been petitioned into bankruptcy by four creditors. This company has no connection with the Boston Terminal Refrigerating Company, East Boston, which is carrying on its business without any financial troubles. Neither has it any connection with the Quincy Market Cold Storage and Warehouse Company Boston, which is in a flourishing condition.

The Manufacture of Cottage Cheese

(Continued from page 3.)

en up finely and the mixture is smooth and homogeneous in texture. The product is then ready for the market. It should be kept at a low temperature, 50 degrees Fahrenheit or below, until it reaches the consumer.

Purpose of Souring Batches Separately.

The purpose of making two batches of soured milk and then churning the two together is as follows:

Artificial butter-milk, made from the ordinary lactic acid starter, tends to drop its curd upon standing; it "wheys" off. This is a defect which renders the product unsuitable for the market. This defect is avoided by the mixture of this sour milk with milk, in the souring of which a pure culture of *Bacillus Bulgaricus* was used. *Bacillus Bulgaricus* makes a very viscous fermented milk which, when added to the churner with the ordinary sour milk, destroys the tendency of the curd to separate out the viscosity and prevents separation.

On the other hand, milk soured with *Bacillus Bulgaricus* alone, is not desirable because, while it is very high in acid, it lacks the characteristic and desired butter-milk flavor, which is contained in the sour

milk fermented by the ordinary lactic acid germs. Therefore the need of the two batches.

Control of Temperature Essential.

In the successful manufacture of artificial butter-milk close attention to and an accurate control of temperature during the ripening or souring process of each of the two batches is all-essential. The two ferments, the lactic acid bacteria and *Bacillus Bulgaricus*, have different optimum temperatures, that is, they require different temperatures to produce the best results.

Lactic acid bacteria do best at about 70 degrees Fahrenheit, while *Bacillus Bulgaricus* thrives best at 95 to 100 degrees Fahrenheit. This difference in temperature requirement of the two ferments renders undesirable their development in a mixed culture; that is, their growth is difficult to control in one and the same batch of milk. It is necessary, therefore, to inoculate and develop each ferment in a separate batch of milk or skim-milk and to mix the two batches only after the ripening process has been completed and the sour milk of the two batches is ready for the churn.

Prompt cooling to 50 degrees Fahrenheit or below and, in case of storage, keeping the artificial butter-milk close to the freezing point, is another important factor. If the finished product is allowed to warm up, the ripening or souring begins anew and the butter-milk deteriorates very rapidly.

Propagation of Mother Starter Advisable.

It is advisable also, where artificial butter-milk is made regularly, to carry along a mother starter of each ferment. Use sterile pint or quart fruit jars with tight sealing lids. Fill four jars two-thirds full of skim-milk. Set the jars in water in a tank or pail. Heat the water, in a tank or pail, to the boiling point and hold at that temperature for one hour. After cooling inoculate two jars with lactic acid ferment and two jars with *Bacillus Bulgaricus*. Incubate the lactic acid jars at 70 degrees and the *Bacillus Bulgaricus* jars at 95 to 100 degrees Fahrenheit. When the milk in each curdles, inspect for flavor and use the highest scoring jar of each set for inoculation into new jars. If subsequent inoculation is to be postponed, cool the mother starter of each ferment to near freezing point.

This carrying along of several jars of mother starter of each ferment from day to day makes it possible to use a new and pure starter for the commercial batches of butter-milk, whenever the germs in the latter show signs of weakening or contamination.

Cleanliness Indispensable.

Scrupulous attention to cleaning in all operations is important, otherwise the cultures soon deteriorate, due to contamination with other and undesirable germs. Secure the best quality of skim-milk available and sterilize all utensils, pails, dipper jars, thermometers, etc., before use.

At the National Dairy Show in Chicago.

Monday, October 26th, is Holstein Cattle Day.

Tuesday, October 27th, is Ayrshire Cattle Day.

Wednesday, October 28th, is Jersey Cattle Day.

Thursday, October 29th, is Guernsey Cattle Day.

On these days the breed will be judged, and the men of the cattle associations will be running things at the show. Speeches, dinners and parades will mark the day's work for each breed—therefore, it is up to the lovers of their respective breed of cattle to be on hand to boost their favorites.

Organizing Creameries.

The Illinois Central railroad is intent upon the work of organizing creameries throughout the state of Mississippi. It has made a very liberal offer to pay the salary for one year for an expert butter man to superintend the operation of these organizations for the first 12 months of their existence.

Only a few days ago a creamery was organized at West Station with 600 cows pledged. Prominent and influential citizens were placed at the head of the organization and ample financial backing guaranteed. An effort is now being made to establish a similar organization in Jackson, and prospects are good for its success. This is in line with the recent agricultural organization perfected here, and another movement which means the securing of better market facilities for products originating in the vicinity of the Capital City.

To secure one of these creameries 500 cows must be pledged. There are in and around Jackson many more than that number of the best milk producing animals. On many farms are milk cows which practically bring in no revenue but which combined with those of their neighbors, can be made profitable and assure to Jackson a money-making industry.

The demand for butter is constantly increasing. In many of the larger cities its price is almost prohibitive, while in many country districts milk is daily wasted in large quantities. The organization of creameries means the bringing of the producer and the consumer together, the reduction of the price of a needed household article of food to the one and the turning

of waste product into ready money to the other.

Mississippi has in the past few years gained an enviable reputation for the excellence of its cattle, but these same cattle are not producing the profit they should. Any movement that means the opening of more and better markets to the agricultural products of the state means the advancement of its people and greater prosperity of the commonwealth and should be encouraged.

M. Runnels, secretary of the Gainesville (Fla.) Board of Trade, is endeavoring to get a line on a large number of farmers and land owners within reasonable distance of the city who will agree to furnish a daily

milk supply of approximately 1,000 gallons to an eastern party who is willing to put in a large creamery plant in Gainesville. Alachua county is already noted as one of the finest live stock sections in all Florida, and herds of milk cows can be maintained throughout the year at very small expense, due to the fact that there is practically 12 months of pasturage.

One creameryman in Indiana has applications enough from his territory, from intending visitors to the show this year, to justify his assuming the responsibility of guaranteeing enough fares to secure a special train to Chicago and back, on Indiana Day—when we are promised 5,000 Hoosiers in attendance.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

NEW INVENTION for separating cream. Centrifugal Liquid-Separator. U. S. Patents for sale. Never been offered before. Address Mrs. Hannah Edlund, 117 Lockwood St., Providence, R. I.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

POSITION WANTED—By a competent butter-maker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

Butter Control and Butter Storage

While control of the composition of butter is always an essential of good creamery practice, it is doubly necessary for butter that has six months' storage in prospect.

By varying the contents of water and salt a clever manipulator may increase or decrease the content of butter-fat at will; but the wise buttermaker never sends freak butter to storage.

Old, hard and slow-dissolving salt and salt that is unevenly distributed are deadly enemies of that normal composition of butter that makes for dependable butter flavor.

Colonial and Liberty

(Flaked) (Granulated)

are the salts chosen by experienced buttermakers, the country over, for storage purposes.

Colonial purity, lightness and solubility afford a blanket policy of quality insurance no buttermaker can afford to ignore in the storage season.

The Salt That Melts Like Snowflakes and Dissolves Like Mist saves the necessity of overworking and overchurning and the danger of sending butter of abnormal composition to storage. Let us send you a sample.

The Colonial Salt Company

CHICAGO:

AKRON, OHIO

BUFFALO:

431 So. Dearborn St.

D. S. Morgan Bldg.

Important Milk Powder Decision

(Continued from page 7.)

defendant company was free to discover it by a search of the files of the Patent Office. Both Patrick and Shedd, who by the way are not officers or stockholders of the defendant company, testified that they did not disclose the process or apparatus, or assist in originating the process adapted by the defendant company to its business, and according to the witness Howe the essential features of the process and apparatus were originated by one Brigham who se-

cured a patent for his improvement before the individual defendants entered the employ of the defendant company.

A presumption of bad faith sometimes arises from the employment of former employees of a competing concern operating under patent rights, but none is thought to exist in the present case which would warrant holding Patrick and Shedd personally liable for the infringement, and therefore the bill is dismissed as to them, but the complainant is entitled to a decree with costs, holding the patent in suit valid and infringed by the defendant company.—John R. Hazel, D. J., July 8, 1914.

The Iowa Idea of Improvement

TO BEAUTIFY CREAMERY GROUNDS

Through the efforts of Prof. Mortensen, of Ames, Iowa, creameries will improve in appearance each year. This was started a year ago when Prof. Mortensen in an independent way put on a "Beauty" contest. Several creameries entered and the results were very encouraging.

Now, more extensive plans are in progress. The following letter to Prof. Mortensen from C. L. Fitch, extension associate professor of horticulture, of the Iowa State College, is evidence that the ball is rolling in earnest:

"I wish to write you in regard to your campaign for the beautification and proper arrangement of creamery grounds in Iowa.

"It seems to me that you have been wise to call the attention of Iowa buttermakers to the need to have our creameries attractive as well as clean. The state is prospering and much is being done to ornament our farms and homes and our towns. Where a creamery depends on a local trade for its product, it should be clear at once that a nice park or yard about the place will help make the creamery and its goods popular with the ladies of the town, and the women do most of the retail buying of creamery products.

"Where the trade is at a somewhat greater distance, the appearance of the creamery counts every time the groceryman or commission man goes by on the train or in his automobile. In those cases where all the product goes to Chicago or New York there is still the influence of a photograph or a letterhead, or, greatest of all, a high score on your report of the creamery, and the good standing of the company at home.

"We realize that the maker of butter, cheese and ice cream is a very busy man and that the extra work occasioned by such rearrangement and ornamentation should be kept down within reason. In general, the future daily care should be light, and the plantings should be hardy so that one big job will include most of the work and expense involved. With these needs in mind, we would favor having a planting plan made for the entire premises, would favor the use of native shrubs, vines and trees, so far as possible, and the use of permanent flowering shrubs rather than the making and tending of flower beds.

"Personally, I will take a great deal of interest in helping put these plans of yours and your creamerymen into execution. If they wish me to help make their plans, appointments can be made by letter through Secretary A. A. Smith, of the Agricultural Extension Department, Ames, Iowa, for me to come to make the plan on the spot. There will be no charge except the traveling expense and this work can be done in the fall or winter and if done then, the item of traveling can be reduced if shared with farmers' institutes or short courses which may wish me to talk before them upon one or more of my specialties, viz.: Potatoes, Truck Crops, Arranging the School Ground, Small Park and Farmstead. There is con-

siderable demand for help in planning farm grounds and this work is often combined with institute appointments.

"Our friends should remember in this connection, that, though the word "landscaping" has an artistic sound, the subject as applied to these things means the study of arrangement of grounds and location of drives and buildings—a study of all the purposes and plans for the property for all the future that can be foreseen, and only after such a study does the adornment come in.

"In the case of new creameries the landscape plan should be made before the building is located or the well dug. Please ask that this be borne in mind.

"I enclose a copy of a score card which may be a guide in considering matters of outside appearance. This card will supplement but does not take the place of Section I of your general creamery score card. Plans had best be made this season for preparation of lawns in the fall and planting next spring. No promises of aid after March 1st can be made, as a usual thing, and plans had better be made as soon as possible so the ground can be ready this fall.—C. L. Fitch."

In connection with this letter Prof. Mortensen has mailed to all Iowa creameries the following letter, together with the detailed form of score card to be used.

"We have at various times written you in reference to the creamery ground improvements. We have had the matter up with Professor Fitch, who is willing to assist you in any way he can. I enclose herewith a copy of a letter which he wrote us in reference to the matter. Professor Fitch, the state dairy inspectors and the writer have worked out a score card for the creamery grounds. We also enclose a copy of this card. I hope that your creamery association will take advantage of the offer which Professor Fitch has made. I know that you desire to have the work done and I also trust that your board will look at it in the same way.—M. Mortensen, Professor of Dairying."

General Outside Arrangement and Appearance of Buildings and Grounds.

A. Architecture—	
Design	5
Location	5
Painting or cleanness of surface	5
Repair	5
B. Facilities for Work—	
Coal unloaded out of sight	
Ashes kept in pit or bin or utilized	5
Convenient grouping of buildings for outside work	5
Appearance of ice house	5
Pavement or graveling and walks	5
C. Lawns—	
Grading	5
Stand of grass	5
Well watered and fertilized	5
Upkeep of lawn	10
	25

D. Ornamental Planting—	
Trees	10
Shrubs	10
Vines and flowers	5
Arrangement	10
	35
I. Inside Appearance of Creamery—	
1. Platform	2
2. Light	4
3. Ventilation	5
4. Painting	4
II. Floors	10
III. Drainage	10
IV. Disposal of Butter-milk	4
V. Toilet Facilities	3
VI. Refrigerator	7
VII. Machinery and Utensils—	
1. Churns	10
A. Condition of drum	7
B. Condition of gearing and frame	3
2. Cream Ripeners	6
3. Pasteurizers, starter cans, milk heaters, receiving vats, weigh cans, cream separators and tub soaking tanks and wash sinks	6
4. Milk, cream and butter-milk pumps with pipes and spouting, butter printers, paddles, butter packers, pails, dippers, etc.	6
5. Steam engine, boiler, water pump, testers, water pipes, steam pipes, and belts and hose	4
6. Scales and glassware	4
7. Water supply	5
VIII. Personal Appearance of the Creamery Employees	5
IX. Screening of Windows and Doors	5
Total	100

About Butter.

Betty Botter bought some butter,
But she said, "This butter's bitter;
If I put it in my batter,
It will make my batter bitter.
But a bit o' better butter
Would make my batter better."
So she bought a bit of butter
Better than the bitter butter;
So 'twas better Betty Botter
Bought a bit o' better butter.

—The Masonic Bulletin.

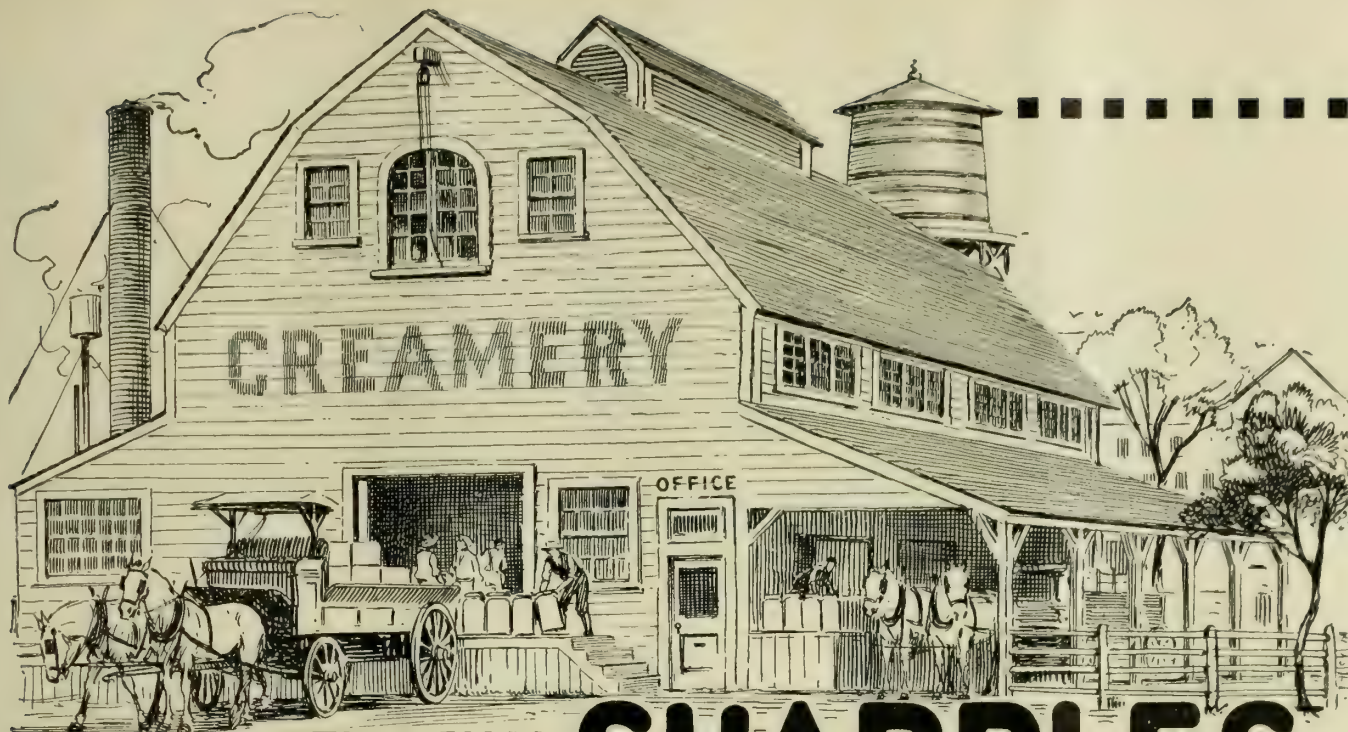
Guthrie Wins Prize.

J. C. Guthrie, of Waterloo, eastern Iowa representative for the Diamond Crystal Salt Company, of St. Clair, Mich., has received the information that he won sixth place in the five months salesmanship contest which began February 1st and ended June 30th. There were 44 salesmen in the contest. The salt was sold mostly to creameries, corn canners, bakers, meat packers and high class grocers. The prize won by Mr. Guthrie was \$25 in cash.

The Hardwick Creamery Company, of Montpelier, Vt., has been organized under the general law with a capital stock of \$5,000, to do a general creamery business. The subscribers are Lewis S. Robie, Louis M. Frechette and Melvin G. Morse, all of Hardwick.

F. M. Finkline, of Des Moines, Iowa, has purchased the creamery at Salem, S. D., from B. Fidler. Mr. Finkline is now in possession.

There are 347 co-operative creameries in Wisconsin and 290 co-operative cheese factories.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

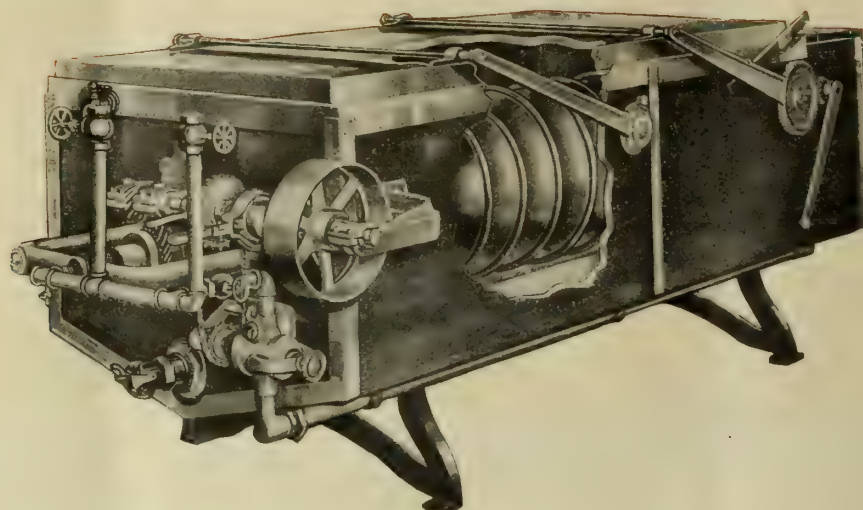
Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere





WIZARD—A Synonym for Efficiency

Five distinct ways of preparing cream for the churn
can be handled in the Wizard Agitator, namely:

**Pasteurizing
Aerating
Cooling
Emulsifying Starter Therein
Ripening**

The Wizard Agitator will handle each process as well as a separate pasteurizer, a separate aerator, a separate cooler or a separate ripener could.

Do you realize what that means? You need but one machine to do all that work. It will save you one-third to one-half the first cost, one-half

of the floor space, nine-tenths of the time and attention otherwise required, and all the labor of cleaning up a pasteurizer, cooler and connecting pipes.

Let us refer you to some Wizard user in your neighborhood and you can verify our assertions. Write today.

The Creamery Package Mfg. Company

Chicago, Ill.
Omaha, Neb.

Minneapolis, Minn.
Philadelphia, Pa.

New York, N. Y.
Toledo, Ohio

Kansas City, Mo.
Waterloo, Iowa

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 14

WATERLOO, IOWA, AUGUST 15, 1914

ONE DOLLAR A YEAR

THE CREAMERYMAN

Has a personal interest in the success
of the farmer who brings in his milk

The National Dairy Show

Held At 42d and Halstead Sts., CHICAGO
October 22d to October 31st, 1914

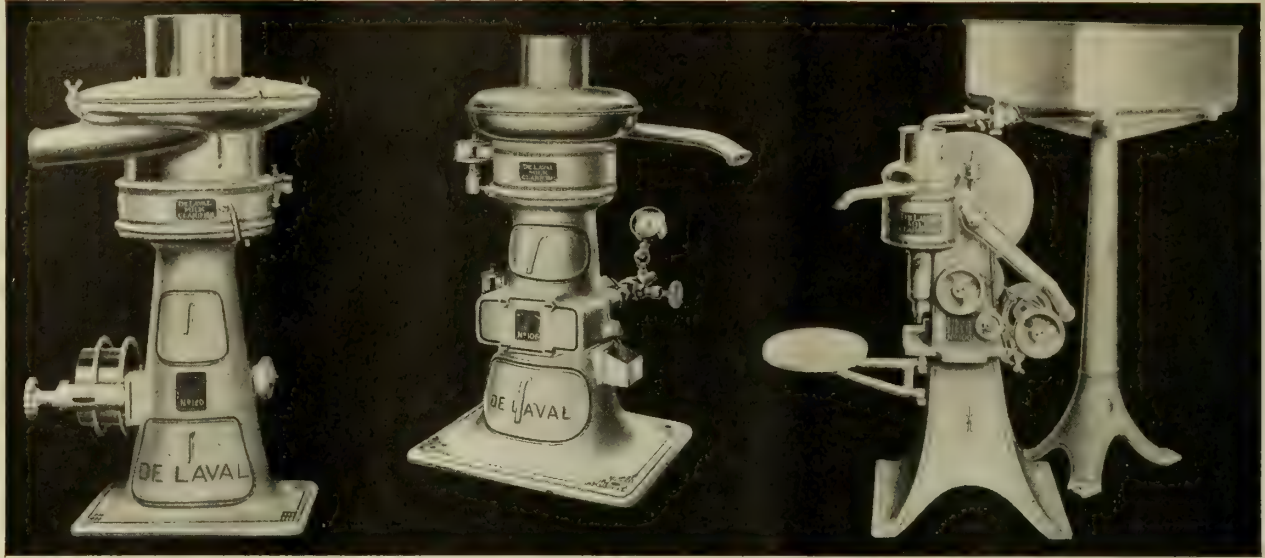
Presents modern methods for highest efficiency in dairying; shows difference in cows; breeding and feeding for best results, and has on view 1500 cows of the best dairy breeds, and forty acres of machinery of every kind and character used in every branch of dairying.

A visit will do you and your trade a world of good. Work up a crowd of your own people to take a trip to this show.
The success of the dairy farmer spells your success.

Write us, and we will give you lots of useful information about the cost of travel and expense while in Chicago.

Several creameries have already chartered trains for excursions.

Published by FRED L. KIMBALL CO., Waterloo, Iowa



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk, whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

No milk dealer or producer who has witnessed a demonstration of

THE DE LAVAL MILK CLARIFIER

and has seen for himself the residue removed from average milk by this machine can doubt for an instant the benefits of clarification by the De Laval Process.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

165 Broadway, NEW YORK: 29 E. Madison St., CHICAGO: 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 14

WATERLOO, IOWA, AUGUST 15, 1914

One Dollar a Year

Pioneer Days in the Fox River Valley

By CHARLES F. CLASS

"It is the most beautiful spot in God's Kingdom and is destined to become famous. Come at once and bring all our friends and let them bring their friends." Thus wrote James Hanks, a young woodsman, hardly out of his teens, to his folks in Steuben county, N. Y., after he had set up his cabin in the fall of 1832 in the beautiful Fox river valley where the city of Elgin now stands.

Reports similar to this from the frontier explorers aroused a feeling of dissatisfaction among many of the older eastern settlements, and ere long from the rocky fields of New England and the hills and valleys of New York the western trails extended. Aroused by this feeling, one Hezekiah Gifford, of Oneida county, New York, sold out in March, '34, and started westward. At Buffalo he secured a partner (Mr. Buryea) and the two, after a stormy voyage around the lakes arrived at Detroit. Thence, by stage to St. Joseph, whence, by schooner voyage of some length, they landed at Chicago. What a city it was then! The historian described it as, "scarcely a suitable dwelling for a colony of prairie dogs and gophers." Its dirt-begrimed cabin walls and vile streets in which pigs and geese wallowed in filthy happiness, presented no attractive features for any higher orders of creation; while in place of theatres during the week and churches on Sunday, the inhabitants enjoyed daily dog fights and drunken rows. There were, however, some good and law-abiding citizens in even that hamlet, and the generally depraved condition was owing, in great measure, to the lower classes of immigrants who sought refuge there, and the reeking saloons, which were kept open for their special benefit.

From Chicago, they came by ox-cart (walking part of the way) over the "old army trail," as made by Gen. Scott a few years previous. So favorably were they impressed with the country surrounding that, after laying off a claim, they returned at once to New York to persuade their friends and prepare for a return. Hezekiah betook upon himself a wife, and persuaded his brother to return with him. With a two-horse team and lumber wagon, some tools, a camping outfit and provisions they arrived at Chicago March 24, 1835, after a journey of about one month.

Here rumors of the marvelous opportunities at Milwaukee Bay reached them, so, leaving their wagon in Chicago, they journeyed there on horseback. But finding no settlements along the way, and learning that the land was all taken up, they were obliged to send their horses back to Chicago with a friend who had accompanied them, and the Gifford brothers decided to push westward on foot to explore their

original destination—the Fox river valley. Having lost their bearings, near nightfall, they came to the cabin of a French and Indian half-breed near the present location of Racine, Wis. Here they stayed over night, and in the morning, supplied with a little food, they were directed upon a trail that would bring them out to the river. They arrived at the river and started southward along its bank.

About the middle of the afternoon they came upon an Indian, who paddled them across to the west bank, but as neither party could understand each other, he could not give them any information or guidance. They continued on southward in the unexplored region and camped shelterless over night.

The next morning they took up their journey again, hoping every hour to find a settlement. Being without food all day, they were hungry and weary. But about 3 o'clock their hopes were renewed as they saw in the distance a low hut. Now they felt assured of shelter, strengthening food and directing counsel. But upon nearing it they found within the enclosure of poles and logs only the decomposing body of an Indian brave—thus protected from the wild animals. Discouraged again, they started on until night overtook them, cold, cheerless and hungry. Their condition was still more desperate and pitiful after a cold thunder storm drenched them during the night. Renewing their hopes and with that determination characteristic of the early settlers, they pressed onward at daybreak. The journey had been a difficult and perilous one. Often they waded swamps and marshes and forded creeks. Had they not crossed with the Indian they probably would have perished among the greater swamps and marshes on the east side. Though without food for two nights and a day they still forced ahead. At noon there were still no hopes. Soon after, however, they heard the sound of an ax in the distance. With a fresh stimulus, they pressed forward and found a man splitting rails. He at once conducted them to his cabin, where their exhaustion and hunger was overcome and the needed rest enjoyed. Their host supplied them with food and directions to reach the next cabin about 25 miles to the south. But a few miles short of this cabin they found the gentle expansion in the valley of the Fox, where the city of Elgin was to rise in the future. The slopes covered with oaks, fringed near the river with the luxuriant spring grass, probably reminded them of their homes among the eastern hills and valleys.

Here they stepped off their claims, part of which were subsequently platted. Hezekiah's tract included the land now occupied

by the watch factory. After visiting a nearby neighbor, they returned to Chicago to get the horses and wagon, where a Mr. Kimball was met who inquired for a mill site. He was at once directed to their settlements. He in turn secured other friends from the east and soon the settlement was thriving nicely. Another Gifford brother and Hezekiah's wife arrived this same spring, and for six weeks she was the only white woman in the new settlement.

The Indians in this region were friendly and in turn were treated very kindly by the settlers. They were ever ready to trade fish and venison for the white men's products, flour being their special dainty. It is recorded that one afternoon when Mrs. Gifford was alone a group of about 20 Indians gathered in her cabin. Soon one of the more adventurous braves began to help himself at the flour bin. This lonely, brave little white woman deliberately shoved him aside, at which the rest all laughed and called her a brave "squaw." They all soon left, but as Mr. Gifford met them outside, the story tells us, he brought them back and gave them all the flour they had to spare.

But once, during the first year's history of the little colony, their peace and contentment was disturbed by a messenger rushing in one evening, stating that the Indians to the north had dug up the hatchet and would move down on the settlement. Hasty plans were made for defense, but all unnecessary, as the expected attack did not come. By the year 1836, the Indians were paid off in full by the government and were soon moved westward, so the settlers then had no more fears or opposition to meet.

Thus the colony grew rapidly and by the next year it had a population of 500 residents, while the stage coaches passed through every week on their way to Chicago and Galena.

Some interesting examples of co-operation are to be learned from their early practices. This was especially true of the plowing, harvesting and house raisings. The tough, thick sod of the prairie grass which for countless generations had only served for forage of the wild animals, the hunting ground of the Indian, and the scene of the annual prairie fires, now proved too much for the single yokes of oxen. Instead, several settlers worked together, using from four to seven teams of oxen and a special plow capable of cutting the roots and turning over the heavy sod. At noon the chains were loosened and the oxen, yoked together, grazed on the prairie grass, while the men went to dinner. In the evening they were taken to the yard, unyoked and set free for the night.

(Continued on page 22)

Positively All-cleaner

Sawdust has no cleaning properties, but even sawdust would do less harm in milk utensils than the fats and grease in soap compounds which likewise have no cleansing properties.

An all-cleansing, all-efficient cleaner that is always uniform in quality and that represents as near a one hundred per cent investment as is possible is



Very few buttermakers or cheesemakers who read this announcement would permit the use of soaps or soap powders in the factory—experience has been too good a teacher—but whether it contains soapy grease, fat, or some other non-cleansing ingredient, it pays to know the real value of a dairy cleaning agent.

Four out of every five buttermakers do know the value of their investment because they use Wyandotte Dairyman's Cleaner and Cleanser which easily proves itself what it is guaranteed to be, positively all-cleaner and always uniformly equal in cleansing quality.

Order from your dairy supply house.

The J. B. FORD CO., Sole Mnfrs., Wyandotte, Mich.

Indian Circle



In Every Package

This Cleaner has been awarded the highest prize wherever exhibited.

To Remove Garlic.

The disagreeable flavor and odor left in milk when cows eat wild onion or garlic within four hours before milking, can be removed by blowing filtered and washed air through the milk for 30 to 60 minutes, according to the strength of the garlic flavor.

This conclusion, which is published in United States Department of Agriculture Farmers' Bulletin 608, shortly to be issued, is the result of a series of experiments made by the dairy division on methods of removing the garlic flavor which greatly lessens the commercial value of milk and cream.

To remove the garlic flavor successfully, however, the milk must be raised to a temperature of 145 degrees and a method devised to keep the milk from foaming when the air is blown through it. To do this, the investigators constructed a special apparatus. This consisted, first, of a large can with a smaller one resting on legs inside it. The space between the outer and the inner cans was for the hot water to heat the milk to 145 degrees. The air pipe was introduced into the inner can near the bottom and washed, filtered air was pumped through it. From the bottom of the inner can also was a pipe connecting with a small milk pump which raised the milk into an upper tank supported by legs three inches above the inner milk can. The upper tank had a perforated bottom with holes about one thirty-second of an inch in diameter and one-half inch apart.

The milk raised by the pump falls into this upper tank, and through the perforations drops back in fine streams into the milk can below. This keeps down any froth that is raised by pumping air through the milk. The dropping of the milk helps also to aerate it and assists in removing the garlic flavor. The air was pumped into the milk at the rate of about one-fifth of a cubic foot of air per gallon of milk per minute. It was found that this apparatus, in from 30 to 60 minutes, removed all the garlic odor and flavor from the milk. In the case of cream, the flavor was removed in about 45 minutes.

The temperature of the milk is very important, as air blown into cold milk does not remove the garlic flavor, and also has a tendency to churn the fat. This may

make a thin layer of butter-fat form on the surface of the milk when bottled. It was found that in raising the milk to 145 degrees, which was the best temperature for the removal of the flavor, it was best to stir the milk by some mechanical means. The stirring, however, should not be too violent or it may churn the fat.

The experiments showed that when the milk was heated to 140 degrees Fahrenheit or above and blown, the melted fat did not form, as it did when the milk was blown below 100 degrees Fahrenheit. The experiments also proved that the onion flavor is removed more quickly when milk is heated to 160 degrees, but this tends to produce a cooked taste and the cream line is reduced to a greater extent than when the milk is heated and blown at 145 degrees. With milk blown at 145 degrees the experiments showed that there was a reduction of about 50 per cent in the cream line, but this varies with the amount of agitation and the length of the blowing period.

In order to remove the flavor from cream it was found that in general a slightly longer blowing period was required than in the case of milk. The results of experiments with 30 per cent cream show that the onion or garlic flavor may be removed more quickly at 160 degrees Fahrenheit than at 140 or 145 degrees. It would probably be possible to use 160 degrees Fahrenheit when the cream is to be used for buttermaking, but for direct consumption the cooked taste produced by long heating at 160 degrees Fahrenheit is undesirable.

When milk or cream is treated by this process it was found that there is a loss by evaporation which amounts to 2 or 3 per cent. Therefore it is advisable to use the minimum amount of air which will remove the flavor.

Wisconsin Buttermakers.

The scoring of butter for the month of September and cheese for the month of August will occur at the state fair in Milwaukee.

The men who have taken part in this work at Madison since May of this year, or send exhibits of either butter or cheese to the scoring exhibitions beginning with the month of October, will receive credit for the state fair score.

Judging from the quality of the butter and cheese entered at Madison for the past few months, there will be some very fine exhibits at the state fair. Indications also point to a high average score.

Factory operators who have never had a sample of their product scored should begin in September. Each judge will write the score on a score card and state the reason for the score given. If it happens to be rather low, the maker can begin at once to work for an improvement.

When the judges state that the quality is low because tainted raw material was received, the score sheet that will be received from the state fair can be handed to those of your patrons who are to blame, and it will in a large measure bring results.

The tub of butter should be made from all of the milk and cream received on a certain day.

1. Do not select, because selection is not fair to the dairy industry of Wisconsin, the commission man and the judges. Educate your patrons to produce good raw materials and it will result in good butter.

2. Do not overripen the cream. A medium acid cream butter is preferable to a high acid cream butter.

3. If the cream in the ripener is sweet, or the average per cent of fat is 30 or higher, heat it to a temperature of 140 degrees Fahrenheit and hold for 20 minutes before cooling to 65 degrees Fahrenheit.

4. Whether the cream is churned raw or pasteurized, add a liberal amount of starter.

5. One hour after the starter has been added to the cream cool to 48 degrees Fahrenheit, if the cream is to be churned two or three hours later. If held over night, cool to a temperature sufficiently low to have the temperature of the cream not exceed 52 degrees Fahrenheit when it is churned.

6. Do not overchurn. Wash the butter by revolving the churn on fast gear. Use a liberal amount of water, having a temperature not to exceed that of the butter-milk.

7. Sprinkle the salt uniformly over the granular butter; then sprinkle over the salt the same weight of water as salt used.

8. When the butter is worked one-third, examine as to salt content. If too low, add more salt; if too high, add a little cold water. Make a second examination when the butter is two-thirds worked.

9. The tub should be neatly lined, packed and finished on top. The appearance of the tub is very often an indication of the buttermaker's standard.

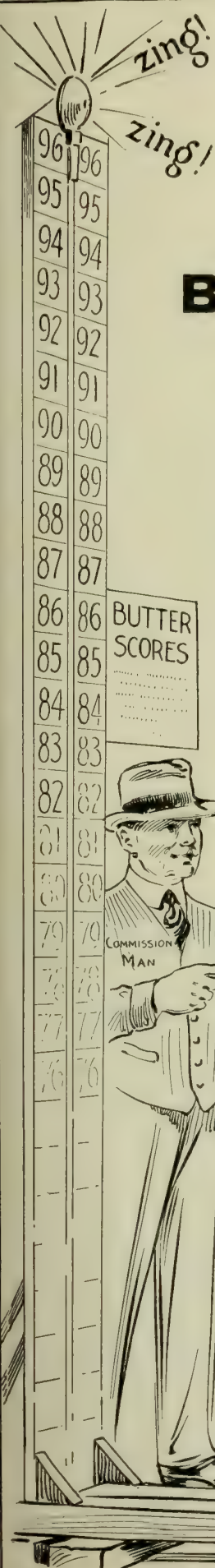
10. Thoroughly harden the butter before it is packed for shipment.

11. Butter that is well made and churned from clean-flavored, mild acid cream will receive a score that is a credit to the state, patrons and maker.

Every resident of the state exhibiting butter or cheese at the state fair will be paid a premium of \$2 regardless of the score. This, together with the large premium fund which is to be pro rated on all exhibits of butter and cheese scoring 90 and above, will be well worth your going after.

I urge each and every butter and cheese maker in the state to take advantage of the opportunity offered by the state fair, through the dairy department, to make an exhibit of butter and cheese.—C. E. Lee, in charge of the scoring exhibitions.

B. F. Webster, manager for the past year of the Adams County Creamery Company, Decatur, Ind., has sold his interest in the plant to E. L. Martin, of Markle, Ind. Mr. Webster's health is poor and he expects to take a rest to recuperate.



The Harder you Hit 'Er The Higher she goes!

BOOST YOUR BUTTER SCORES

Here are some of the ways to use the B-K hammer and hit the bad bacteria:

B-K destroys fishy flavors and all bad odors, leaves everything sweet and clean.

Use B-K for purifying your vats and churns. It makes the work easier and cleaner and quicker and makes the churn absolutely sweet and pure.

Wash and sterilize your separator with B-K before starting your day's work. Slime and filth will not adhere to the surface of a separator bowl treated in this manner. When you use B-K no brushing or scraping is necessary. You destroy the germs, render the slime harmless, besides saving ten minutes each time you wash the separator. The slime and all accumulated matter comes out in a solid sheet like an old hat.

Use B-K likewise for washing and purifying your clarifiers and all piping. There is no sticking of substance anywhere; leaves the inside of pipes smooth, clean and clear.

B-K destroys moulds and heavy odors in refrigerators and store rooms; helps to keep the product sweet and clean.

B-K helps clean the dirty odors in refrigerator cars. Just spray with B-K before loading. Results will surprise and please you.

Use B-K to wash and purify your floors and drains. Destroys all odors, cuts down bacteria, keeps the air of the building more pure, helps to make purer, better product.

Rinse your cans with B-K dilution—more effective, faster and cheaper sterilization than steam. Ask us to show you proof. We can do it.

Before packing your butter tubs rinse with dilution of B-K. Destroys butter tub mould—prevents fishy flavor.

Why B-K Helps

B-K helps because it is a powerful germ killer; over ten times more powerful than carbolic acid, yet not a poison; clean, colorless, safe; no odor after use.

General Purification Co.
603 Pioneer Building
Madison, Wisconsin

Wanted—

Every Buttermaker to write asking us how we handle separators with B-K to keep slime and dirt from adhering to the bowl; also how the bacteria is cut down. Startling results in immediate cleansing and purification and a great saving of time. You head off your contamination of separators and pipes before it begins.

If you make butter from whey fat, write us for our simple plan which greatly increases the quality of butter made from whey fat. You can't afford to be without it. Write for our free bulletin 89 entitled "Better Milk." Lots of valuable information about the dairy and cream business. Send today. It is free. Also ask us about such points above as most interest you.



General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.

Milk Cans Should Be Jacketed.

The Dairy Division of the Department of Agriculture has just completed a series of tests on the change in temperature of milk in cans during transportation from the farm to the consumer. These tests established the importance of jacketing cans of milk with some appropriate insulating material.

It has been found that milk that has to be sent only short distances or preserved for only a few hours should maintain a temperature of less than 50 degrees. Even at these temperatures, some bacteria will multiply and cause the souring of the milk, but the increase is slow and during a few hours no serious results will occur. A temperature well below 50 degrees Fahrenheit, however, materially decreases the rate of bacterial growth.

On the other hand, where milk is to be shipped long distances, the initial temperature must be lower, assuming that no provision is made for maintaining the original temperature during transportation. Where milk is in transit for several hours, it is necessary to cool it down to near the freezing point. So soon as the milk can, however, is exposed to air temperature, and especially to the sun, the temperature of the milk begins to rise very rapidly and every precaution should be taken to keep it from being raised by the outside heat.

A series of experiments was recently

made in shipping milk cooled to 50 degrees. In these cases the cans were set in an open truck, with no covering to shield them from the direct rays of the sun. The milk was hauled a distance of 13 miles and the average air temperature during the trip was 82.65 degrees. The experiment showed that the cans that were hair-quilt jacketed showed a raise of only 5½ degrees in three hours in the temperature of the milk. The cans that were wrapped with wet burlap showed a milk temperature of 58½ degrees in the same period, or a raise of 8½ degrees. The milk in the unjacketed cans rose in three hours to 78½ degrees, or a rise of 28½ degrees.

It is obvious from these figures that it pays to jacket the cans, in order to maintain a low temperature during transportation.

Montana Butter Scoring.

The August educational butter scoring was held at the dairy school August 5th, and proved to be one of the best thus far held. A number of the samples showed much improvement over those exhibited earlier in the season. A few of the butter-makers are still accepting a can of poor cream occasionally and the effects show up very quickly in the butter. A number of the butter-makers have increased the salt content, but a few still fail to get it all dissolved.

The butter was judged by Prof. G. E. Frevert, federal dairyman from Salt Lake City. The next scoring will be held at Bozeman during the Inter-state Fair, September 7th to 11th. The fair association is offering a fine silver cup for the best exhibit of creamery butter and it is hoped that all of the creameries will be represented. The last scoring will occur during the state fair, which is held at Helena, September 22d to 27th.

In the August scoring the following creameries averaged 90 per cent or above. Bitter Root Creamery Co. .23 12.4 94½ Willow Creek Creamery Co. .3 15.2 93

Bozeman Farmers Creamery	1.4	12.6	92½
Helena Creamery Co.	2.6	13.1	91¾
Carbon County Creamery Co.	4.5	14.9	91½
Chinook Creamery Co.	1.8	12.5	90½
Hamilton Co-operative Creamery Co.	3.4	9.	90½
Clyde Park Creamery Co.	3.4	9.	90

A Unique Creamery.

In Poughkeepsie, New York, overlooking the historic Hudson river, there is located a unique creamery.

Its walls are of concrete and its interior is clean, bright and cheerful, and flooded with direct sunshine. It is equipped with the most modern machinery, and in addition to cooling vats, pasteurizers, Babcock testers, etc., it also includes the necessary apparatus for making chemical analysis, acid determination, bacteriological investigation, and is equipped with special apparatus designed particularly for making delicate tests.

Although the amount of milk received each day is greater than that taken in by many creameries throughout the country, it is unique by reason of the fact that it is probably the only creamery in the United States where practically all the milk is separated by hand separators.

This creamery is located in one of the buildings of the big Poughkeepsie, N. Y., works of the De Laval Separator Company, which has for years maintained a most complete and thoroughly equipped experimental department, of which this creamery forms a part.

In the effort of the De Laval Company to maintain the standard of its machines, nothing is taken for granted and all improvements or changes in any of the De Laval machines are tested under actual use conditions in the De Laval creamery. There are also a number of machines taken out of the finished stock of each day's production and tested in this creamery, thus serving as an additional check on the already very severe mechanical inspection which every

BINDER

ATTACHMENT with corn harvester cuts and throws in piles on harvester or in windrows. Man and horse cut and shock equal with a corn binder.

Sold in every state. Price only \$20.00 with fodder binder. J. D. Borne, Haswell, Colo., writes: "Your corn harvester is all you claim for it; cut, tied and shocked 65 acres milo, cane and corn last year." Testimonials and catalog free, showing pictures of harvester. Address

PROCESS MANUFACTURING CO., Salina, Kansas

H. S. PENNYPACKER

A Splendid Jobbing Outlet for

BUTTER OF ALL GRADES

References: Commercial Agencies: The Creamery Journal.

102 Vine St., Phila.

P. F. BROWN & CO.

43 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO

Warehouse: 209 W. South Water St.

Long Distance Phone, Main 3184.

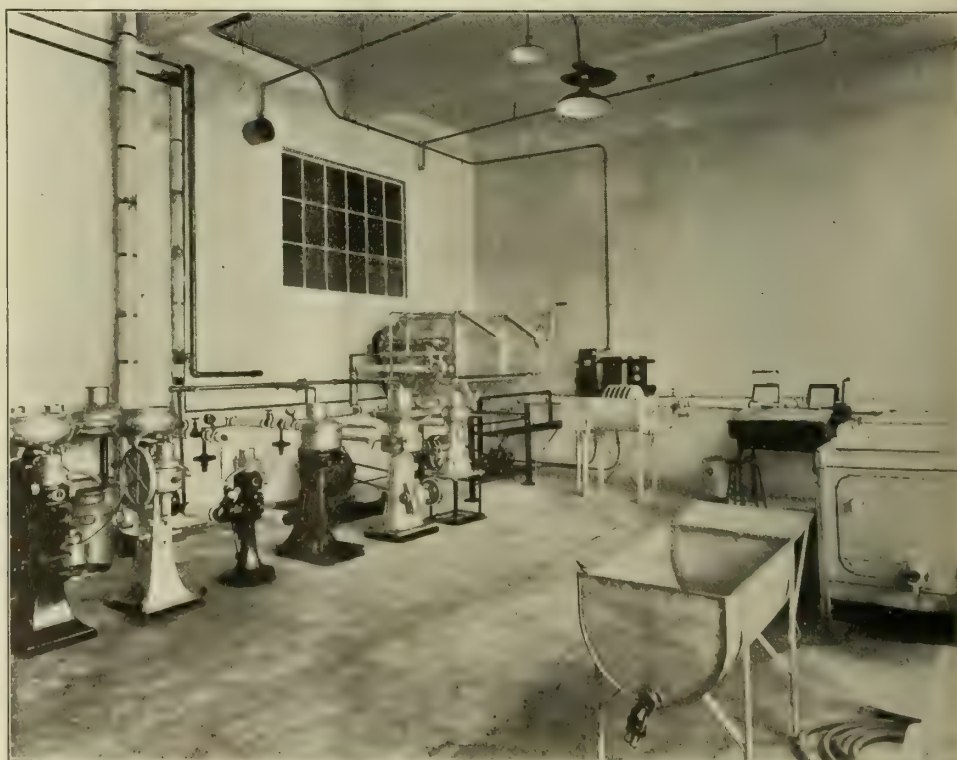
A.J.M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal



Partial interior view of the experimental creamery owned and operated by the De Laval Separator Co., at their Poughkeepsie, N. Y., works.

machine undergoes before it is shipped from the factory.

Most of the product of this unique creamery is disposed of in the form of cream to various New York hotels, and the skim-milk is utilized in the manufacture of cottage cheese, for which a ready market is found.

Enforcing Neutralizer Law.

To the Editor: Below you will find copy of complaint filed against The North American Storage Company, of Paynesville, Minn., by F. O. Johnson, creamery inspector for the dairy and food commission. This is the first case brought by the state under the provisions which were made by the 1913 law forbidding the use of neutralizers in cream.—Joel G. Winkjer, commissioner.

State of Minnesota, County of Stearns
—ss.

The complaint of F. O. Johnson made before Wm. H. Alden, one of the justices of peace, in and for said county, who, being duly sworn on his oath, says, that on the 14th day of July, 1914, in the village of Paynesville, in said county, the North American Storage Company, a corporation duly organized acting and existing under the laws of the said state of Minnesota, did willfully, wrongfully and unlawfully add and apply to 300 gallons of cream a quantity of lime which said cream after the addition of said lime thereto was then and there by said defendant manufactured for sale into 400 pounds of butter, contrary to the form of the statute in such case made and provided and against the peace and dignity of the state of Minnesota.

F. O. JOHNSON.

Complained and sworn to before me this 29th day of July, 1914.

WM. H. ALDEN,
Justice of Peace.

Call.

For farmer candidates for congress and state legislature, to attend the convention to organize the Farmers' Congressional League, for the purpose of promoting the candidacy of the farmers for congress and state legislature and to promote the farmers' interests.

Convention to be held August 24th and 25th, at Hoerber's Hall, 2135 Blue Island avenue, Chicago, Ill. Farmers who are not candidates are invited. Organization committee, Conrad Sikes, Hawkins, Idaho; Frank Opila, Browerville, Minn.; John Syks, 1737 W. 20th street, Chicago, Ill.

A cow that strayed into the Fred Miller stone quarry near Sauk Rapids, Minn., was given a respectful right-of-way yesterday when it was discovered that the gentle bovine had lunched upon a couple of sticks of dynamite. A crew of men at work blasting carefully placed a few sticks of the explosive in a brush thicket to insure against any accident which might ensue should the unstable material fall into the hands of inquisitive youths while the attention of the workmen was concentrated upon drilling. A soulful-eyed bossy espied the attractive sticks and satisfiably nibbled at the toothsome morsels until they had disappeared. The docile producer of milk stood wide-eyed in wonderment when the workmen at the quarry beat a hasty retreat and left her to the full enjoyment of her feast.

[This is a real, true news item, but it is humorous enough for a joke book.—Editor.]

Moore With B-K.

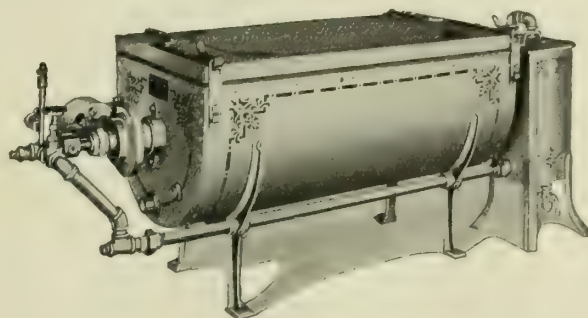
J. G. Moore, of Madison, Wis., is now with the General Purification Company, of Madison. He takes the place of R. R. Bates, who was forced to resign on account of ill health. Mr. Moore knows every buttermaker in Wisconsin by his first name and he is known by buttermakers throughout the middle west, all of whom will be glad to know that he is again in touch with the creamery business. Jim Moore and B-K will surely make a successful combination.

J. H. Tuttle, manager of the North Vernon Creamery, North Vernon, Ind., has bought the Lookout creamery, near Delaware, Ind. He took possession August 1st.

Notice.

This is to announce that J. J. Ross, assistant dairy commissioner of Iowa, will score the butter with Professors C. E. Lee and N. W. Hepburn, at the Wisconsin State Fair, in the place of James M. Sherman. Mr. Sherman having accepted a position with the State College in Pennsylvania, will be unable to be with us.—H. C. Larson, superintendent Dairy Department.

When we get to using milk from the soy bean (scientists say some day soon) the buttermaker's trouble will be in getting the farmers to raise pure bred soys instead of mixing them with the common scrub known as the string bean. There always will be trouble in the creamery business.



Perfection Positive Pasteurizer a Success

WOULD NOT USE ANY
OTHER SYSTEM

LOGANSPOUT, IND., March 16, 1914.

J. G. CHERRY Co., Cedar Rapids, Iowa.

SIRS:

We are using one of your Perfection Positive Pasteurizers, 300 gallon capacity, and want the motor horse power required to operate it.

While writing, we wish to say that we are having fine success with the machine. We would not use anything but the holding system.

Yours truly,

HILL TOP MILK COMPANY,
No. 74 Michigan Avenue, C. D. B.

ARE YOU SATISFIED?

J. G. CHERRY COMPANY
CEDAR RAPIDS, IOWA

ST. PAUL, MINN.

TAMA, IOWA

PEORIA, ILL.

N. B.—Send for "MODERN METHODS OF PERFECT PASTEURIZATION," which gives an exhaustive description of the Perfection Positive Pasteurizer.

The Creamery License Law of Indiana

By PROFESSOR O. F. HUNZIKER

In discussing this subject I assume that you are all more or less familiar with the provisions of the Creamery and Tester's License Law, which went into force April 1, 1914, and that it is unnecessary for me to read the act to you in detail.

Since this law went into force, several points developed, however, in connection with the different types of dairy firms and dairy conditions, on which the correct meaning of the law was not clearly understood, and a brief discussion of which should prove advantageous to all of us. I shall, therefore, endeavor to bring out the most important of these points.

Who Should Hold a Creamery License?

Section 6 provides that "every creamery, shipping station, milk factory, cheese factory, ice cream factory, or milk condensery, or person, or agent, firm, company, association, or corporation, receiving, buying and paying for milk or cream on the basis of the butter-fat contained therein, shall be required to hold a license."

There can be no question as to the meaning of this provision in the case of persons and firms who buy and pay for milk or cream on the test. They must have a creamery license. But there are some plants in this state that buy by weight or by measure and the question is, do they legitimately come under this provision.

The purpose and meaning of this law, according to our best understanding, is that the creamery license provision applies to all plants buying milk or cream from the farmer. The purpose of the creamery license is to insure correct weights and tests for the farmer, and to protect the honest manufacturer against unfair competition. This protection is shared equally by the patrons of plants paying by the weight, measure and test, and its benefits are also shared equally by the factories buying on the test, by weight or by measure.

Even though a firm claims to buy by the gallon, they expect to receive milk or cream of a certain richness. When the milk or cream falls below that minimum standard of richness, the factory refuses to pay the price promised the farmer. They all, in the broader sense of the question, are, therefore, paying on the basis of the amount of fat contained in such milk or cream.

Again, the firm buying by weight or measure is protected against unscrupulous competition in a similar way as the firm buying on the test direct. In their purchase of raw material, they are placed on an equal footing with their competitors, who buy strictly by the test, because the

over-reading, under-reading or incorrect recording of tests and weights is prohibited.

And again, the establishment of confidence on the part of the producer in the business integrity and honesty of the manufacturer, as the result of this legal control of tests and weights, benefits the plants not buying direct on the test as much as those that do. Their inspection is just as necessary as that of the other plants; they should, therefore, help also to bear the expense of this control work by paying the legal license fee.

Furthermore, if the creamery license law meant to exempt the plant buying by weight or measure from the license, this law would be a flagrant discrimination in favor of firms and persons buying by weight or measure and against firms and persons buying on the test, which latter method is, after all, the only just and all-round fair way of purchasing milk and cream. Surely the makers of this law did not mean to put a premium on this old, antiquated and obviously unfair method of buying milk and cream by weight or measure. It is inconceivable that such a discrimination was the intention of this law. I believe that you will agree with me that our interpretation of the law is correct and is the only interpretation that can justly be given this provision.

Parties Who Are Exempted From the Creamery License.

The enforcement of this law has, however, brought out the fact that there are various shades of conditions where the buyer of milk or cream is exempted from the license.

For instance, there is the dairyman who peddles the milk he produces. Ordinarily, he may peddle his own milk only, but during the time of shortage, he may buy milk from other producers to satisfy his trade. The question arises, can he lawfully purchase milk from his neighbors without having a creamery license. And there is a rather wide scope of conditions which bear on this very point. They range from the man whose principal milk supply is that from his own herd and who buys milk from his neighbors only in case of emergency, to the man who runs a regular milk plant, receiving, possibly pasteurizing and bottling milk from other producers regularly, and whose supply of milk from his own herd constitutes a very small portion of his entire output.

After careful consideration of all these conditions, I have ruled that the producer who peddles his own milk, although he may

pick up on his route some milk from neighbors, is exempted from the creamery license. On the other hand, the producer who operates a milk plant, where he regularly receives and bottles milk for other producers, is subject to the creamery license law.

Again, there are numerous small concerns making ice cream, such as drug stores and confectioners, who buy more or less milk and cream, and who serve the ice cream in their own parlors. Should they have a creamery license? I have ruled here that these establishments, provided they do not wholesale their product, come within the exemption clause of the creamery license provision, Section 6, which reads as follows: "That the provisions of this section shall not apply to individuals, hotels, restaurants and boarding houses, buying milk or cream for private use."

There Must be a Licensed Tester in the Testing Room of Every Creamery.

The question of who shall hold a tester's license is much simpler. The law provides that only those who hold a certificate of proficiency are eligible to the tester's license, and that all persons, or firms, buying milk or cream on the butter-fat basis, have in their employ a licensed tester.

It is obvious that plants or persons buying by weight or measure do not have to have a licensed tester.

Experience has shown, however, that the clause, Section 4, "That every creamery, shipping station, etc., buying and paying for milk or cream on the basis of the amount of butter-fat contained therein, shall have in its employ a licensed tester, who shall supervise, and be responsible for the operation of the Babcock test of milk and cream," may be abused.

The clause "shall supervise and be responsible for" has for its purpose to eliminate the necessity of employing a large force of licensed testers in a creamery where two or more men are required to do the testing. Its intent is that the testing shall be done under the direct supervision of one licensed man.

This does not mean, however, that the manager or owner shall have a tester's license, but may not enter the testing room or may be absent from the factory for a week at a time, while the testing is done by non-licensed employees. "Supervise" means to be in the testing room at all times, when the testing is done, and to have direct charge of the testing. Our inspectors have found numerous plants where this supervision is entirely inadequate, and whose licenses will have to be withdrawn, unless they comply with the letter of the law in this respect.

In a few instances, the holders of the certificate of proficiency failed to have a tester's license and used their certificate in place of the license. This is obviously in violation of the law.

Standard, Inspected Testing Glassware Used.

The provision requiring that standard and inspected glassware only be used in the testing of milk or cream, is being complied with in practically every plant that has so far been inspected, and our records in the office show that glassware has been tested for all licensed creameries.

Dishonest Tests.

Several reports have reached the office claiming that certain plants are reporting incorrect tests. This is violation of the Creamery License Law, Section 3, which provides that it shall be unlawful "to under-read, over-read, or otherwise fraudulently manipulate the Babcock test used for deter-

(Continued on page 17)

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Always in need of fancy butter; prompt sales assured. Correspondence solicited.

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Look Out For Metallic Flavor

Metallic flavor is nearly always caused by over-ripening starters and cream in hot weather. During the midsummer months the mother starters should not be ripened further than to coagulation point under any circumstance.

When the weather begins to get a little cooler during the month of August the danger from metallic flavor decreases, and previously to when a tub is to be sent to a contest the mother starter should be ripened quite much further than the coagulation point in order to satisfy the demand of the judges for high flavor. But for commercial purposes the starter should always be ripened mild, that is, not further than until it is thick, so as to insure good keeping quality of the butter.

Use Ericsson's Butter Culture

Send for a free sample.

ELOV ERICSSON COMPANY

1098 Lexington Avenue

ST. PAUL, MINNESOTA

THE MARKETS

PHILADELPHIA.

Foreign Troubles Have Strengthened Butter Market—Prices Advanced.

[By The Creamery Journal Staff Correspondent.]

With the authentic news of the outbreak abroad and little prospects of foreign importations coming here, the advancing tendency has been as prominent in the butter market as in any other line of goods. At the time of the previous issue of The Journal, August 1st, the consensus of opinion was that the prices were full high, and any climbing would only result in reaction. Today with the European wars and advices from other markets, the highest grades have advanced 1c per pound, and the other grades from 1c to 2c. This bringing up of quotations on fancy special creamery to 32c and extra to 30c has resulted in trade being on a more restricted scale and, though prices are steadily held, the demand is scarcely sufficient to measure up to the receipts. Other grades of creamery have shared in the upward movement, too, and, with the interest in the high grades lessened, extra firsts at 29c have a fairly good movement, but firsts at 27@28c are slow of sales and the buyers frequently have the right of way if a clean up can be effected. The demand is better for seconds at 25@26c and thirds at 25c and prices have been firmly sustained.

Dairy butter of good quality has an inquiry at 23@24c and is held with confidence.

Some of the holders of ladles, taking advantage of the war scare, took their goods off the market. They are now bringing them back to sell at the advance price of

22@23c but at this figure they have little call.

Packing stock that is poor is not wanted at any price, but that of quality can command from 20@21c. The outside figure, however, is only obtainable when it is extra good.

NEW YORK.

European Wars Stimulating Butter Trade—Outlook Promising to Holders.

[By The Creamery Journal Staff Correspondent.]

Ever since there has been talk of war butter has gradually advanced and prices have advanced on medium stock so that they are fully 3c higher than they were 10 days ago. The report of the Associated Warehouses gave the butter market a much stronger tone. It showed the consumption or disappearance of a large quantity of butter from the report of a month before and every receiver who owns good held stock is bullish and expects a big profit before matters are settled. Already there is some talk of 35c butter before the end of the month. Jobbers are expecting orders from England as it is believed that that nation will have the sea traffic in such condition that stock can be loaded without difficulty. It is impossible under present conditions in Europe for Russian butter to reach the English markets. Both England and France will be put to desperate straits to get sufficient food products and there is little doubt that this will tend to make American butter higher. Owners of high grade Junes are loath to sell at present quotations and only a small amount of business is being done. There are a few speculators from New England who are on the market looking for bargains. Boston buyers here

picked up several of these bargains and butter has advanced 2c over the price they paid. As a rule these New England speculators are taking a medium grade butter which has been a drag on this market until two weeks ago. There is one speculator here today and last week he took out 1,000 tubs of butter and expects to take out as many more if he can get the price right. The New England jobbers were a godsend to the butter market previous to the advance. Now the New Yorkers who sold the speculators their butter see that if they had held onto it they would now have at least 2c more than they got.

Quality of creamery stock is running off to some extent. There are outlets in New York for high grade stock that keeps the market up in ordinary times and just now these people are demanding 92 to 94 score and are willing to pay the price. The outside quotation advanced today to 30c and some fancy grades of butter brought 31c with a prospect of it going higher very soon. One of the largest receivers told the writer today that he would not be surprised to see fancy butter worth 40c on this market unless conditions in Europe settled without delay.

The holdings of butter throughout the United States are less than they were at this time last year. Some of the most bullish speculators believe there will be more money made on butter this year than there was on eggs last year.

The demand for packing stock has been unprecedented on this market and there has been no accumulation. The process makers have kept the stock in the west well cleaned up and what little is coming to the New York market has been gobbled up by the ladlers who have made hand-

some profits after the stock had been worked over. Two of the operators in this class of butter have anticipated higher prices and are still holding for a further rise. Exports to tropical countries are interfered with to some extent, but there has been no depreciation in price. Some operators feel that with no Russian or Danish butter here Australian and Argentine butter would be sent to this market in place of going to London. Only foreign vessels are in that trade and with the present unsettled conditions it would not be safe to ship butter in these bottoms. For this reason most of the receivers feel that prices must go higher. England will take all the butter and cheese that Canada can spare, so there is no danger of that country interfering with the American market. There was an unconfirmed rumor in butter circles this week that Canadian operators were examining American butter to be sent to London. Prices are higher than they were at this time last year. Speculators are more favorably impressed with butter than they are with eggs, and with hostilities continuing abroad, consumers will have to pay more for butter than they ever paid before.

The total receipts of butter from May 1st to Saturday last were 925,966 packages, compared with 946,626 during the same time last year, showing a falling off of a trifle over 20,000 packages during that time. Last week's receipts were a trifle ahead of those of the previous week, but 6,000 less than the same week last year. There was an order last week for 20,000 pounds of creamery butter packed in tins to ship to Jamaica. This gave rise to a report of orders from European markets. So far as could be learned no definite orders for Europe have yet been received. The market is in excellent condition.

BOSTON.

Market Unsettled—Increased Receipts Compared With Last Year.

[By The Creamery Journal Staff Correspondent.]

Important events have occurred in the world at large since our last letter was written. Then all the nations of Europe were at peace and engaged in the peaceful pursuits of trade. Now they are engaged in a bloody conflict, destroying one another's lives and property as fast as they can. So far America has kept clear of the trouble, and it is to be hoped that she will keep aloof until the war is over.

Generally speaking, our markets for food products are unsettled and a feeling of great unrest prevails. Important changes are liable to take place any day. The butter situation has gained some strength, owing mainly to local causes, and all grades are on a firmer basis than two weeks ago. Receipts have slightly increased, compared with last year, but the fact that war activities are likely to stop all shipments from foreign ports coming in this direction for some time has inspired dealers with more confidence in the future and encouraged

them to operate more freely. But there is no excitement nor indeed any undue speculation. Buyers respond to the advances reluctantly, and it is doubtful if much higher prices will be established. In fact, at the close there are indications of a slight reaction, but in our opinion present prices will be sustained unless great events happen that we cannot now foresee. With our large crops of most kinds of food products there is no danger of anything like a famine, nor famine prices, but with such a raging war fever prevalent all over Europe and in some of the colonies, only the Great Controller of the world can know what is going to happen.

Creamery extras have been selling the past week or two at 28½¢@29½¢, and special lots ranged up to 30¢. At the close 29½¢ is considered an extreme selling price, and some low scoring western extras can be bought at 28½¢. But receivers are not offering full extras under 29¢, which at present is a full average price. Firsts have been in good demand at 26¢@28¢, and accumulations are well cleared up. Seconds have met with a pretty good sale at 24¢@25¢, and thirds are moving more freely at 21¢@22¢. Ladles are not offered under 20¢, and sales have been made at 21¢. Packing stock in limited supply and rule nominally at 19¢@20¢. Best renovated is firm at 22½¢. These prices are ½¢@1¢ higher than those quoted in last report and are fairly established, though buyers are not taking so kindly to the advance as a few days ago.

So far as the future of prices is considered, there is a wide difference of opinion. A few dealers have very strong views, and are not anxious to sell any more butter than they can help at even current rates. They claim that higher prices are bound to prevail and are backing up their convictions by picking up all the cheap lots they can find. The majority are not so optimistic, and are free sellers at quoted rates. Just at present the consumptive demand is light, as a large number of our citizens are off on vacations, and this acts as a damper on most distributors. To our view, however, the market is in a fairly healthy condition, and if prices are not unduly inflated the stocks now in cold storage will all be wanted before next season comes around.

Now let us take a look at our statistics. It will be seen that while the receipts show a slight increase for the month as compared with a year ago, our cold storage stocks are less, and the situation generally is fairly satisfactory.

Receipts for the month of July amounted to 12,684,474 pounds against 12,373,011 pounds for the same month last year, an increase of 311,463 pounds. This increase is not considered of much importance.

For the week ending August 8th receipts amounted to 2,249,376 pounds against 2,190,921 pounds the previous week and 2,310,824 pounds corresponding week last year.

The stock in cold storage in Boston August 8th amounted to 287,008 packages against 303,583 packages same time last

year, showing a decrease as compared with last year of 16,575 packages.

The consumption or distribution of butter in Boston for the month of July figured out 6,700,900 pounds against 6,975,500 pounds same month last year. For the past three months, May, June and July, the consumption amounted to nearly 22,000,000 pounds—an increase of about 1,000,000 pounds as compared with same time last year. It is reasonable to count on this proportionate increase for the whole season if prices are not boomed up too high.

On the basis of these figures, we believe we are justified in considering the butter situation fairly healthy, and predicting a satisfactory outcome of the year's trade for producers and dealers. Under the influence of the war excitement it will be noticed that wheat, flour and all kinds of hog products have materially advanced, and we shall not be surprised to see dairy products soon take a start upwards.

Indiana Day at the National Show.

Tuesday, October 27th, will be Indiana Day at the National Dairy Show. When the gates of the big colosseum are swung open on that morning to the admirers of the dairy cow and the patrons of the dairy show, this new departure will be featured. Ere the day is far gone Hoosierdom will be in evidence. During the entire morning special trains and special cars will arrive from every county in the state bringing the Indiana dairymen to this big dairy school.

After arriving at Chicago they will be well taken care of. A special booth will be maintained as headquarters and special guides will be present to conduct parties of Indiana people through the show. These guides will have spent considerable time in studying the exhibits and other features of interest to the Indiana dairyman and will be of great value, especially to those who will attend the show for the first time. The dairy show is a much larger institution than many people believe and consequently many important features are overlooked.

Oftentimes a dairyman is interested in a special kind of machinery as, for instance, a cream separator or a milking machine. The dairy show is an excellent place to see the different makes, to compare them as to their points of efficiency or to see them in an actual demonstration. Alone, a person might have to spend the greater portion of a day to get this information. An Indiana guide will, however, be able to tell the exact location of these exhibits, the time of any special demonstrations or exhibitions and thus facilitate the inspection and give more time for other things.

A new feature of the coming show will be the exhibits of the various agricultural colleges. These exhibits will consist largely of the results of actual feeding experiments that have recently been conducted. These exhibits will be well featured and they deserve the attention and study of our dairymen. Here again the guides will be of great service.

A state day campaign is a new feature for the dairy show and it is well that Indiana should take the lead in this way. Indiana has always been a good patron of the dairy show. Our people have, however, attended and returned unnoticed in a large way. We have done little to speak for the \$20,000,000 industry in our state. Outside of our domain, people know little of the present proportions and the future possibilities of dairy farming in Indiana. Why should this be so? Is it not our duty to correct this wrong impression? It can best be done by actual demonstration, and Indiana Day affords an excellent opportunity. Five thousand Indiana dairymen at the

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References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

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PHILADELPHIA

dairy show would be sufficient. That means approximately 55 people from each county and is a small number for our great state to send.

This movement is being organized throughout the entire state, creamerymen, county agents, breed associations and individual dairymen are planning campaigns in their local communities. Several creamerymen have already promised to take 10 of their patrons at their own expense. If every creameryman would do this there would be 3,000 in attendance from this source alone.

Some creamerymen are planning to do more and expect to have a special car for their patrons. If you are a dairyman you should plan to go to the dairy show on Indiana Day and boost for Indiana's dairy resources. If there are other dairymen in your community you should organize a party and go together. Interest your creamerymen and your county agents and form a county delegation. "To get there and get others there" should be our slogan.

The details of this movement are being planned by the Agricultural Extension Department of Purdue University. If you are interested and wish to go or to organize a party you should address the division of dairy husbandry for further information.

Carolina Organization.

A meeting of creamerymen was held at Hickory, N. C., recently, looking to the permanent organization of all the creameries of the state and the employment of a sales manager to market their products. There are at present five creameries in North Carolina and a representative was present from each. They are located at Asheville, Hickory, Greensboro, Shelby and Mooresville.

A meeting was held August 11th for the purpose of putting the North Carolina Creamery Association on a permanent footing and officers were elected. The first meeting was presided over by Mr. Reed, state dairyman, and several representatives of the Southern Railway were present.

About 100,000 pounds of butter is produced in the state every month and finds a market principally in Philadelphia, New York, Wilmington and other cities. The representatives of the Southern pledged themselves to furnish refrigerator cars ample to take care of all shipments. One object of the meeting was to devise some plan to market the products of the creameries as much locally as possible and to eliminate so much foreign shipment.

Oleo Manufacturers Seized.

The Capital City Dairy Company, of Columbus, Ohio, which manufactures Purity butterine, handled by Marion dealers, was seized recently by B. E. Williamson an internal revenue collector, and other government revenue agents. The seizure was made on instructions from Washington and was the result of an investigation by federal agents. The exact nature of the reason for the action has not been disclosed.

The Capital City Dairy Company's plant is owned largely by Columbus capital and is a \$1,000,000 concern. It is engaged in the manufacture of butterine and oleomargarine and operates in addition an ice factory and cold storage plant. The plant is being inventoried and appraised by Mr. Williamson, the company's officers having turned the entire property over to the government's agents by request.

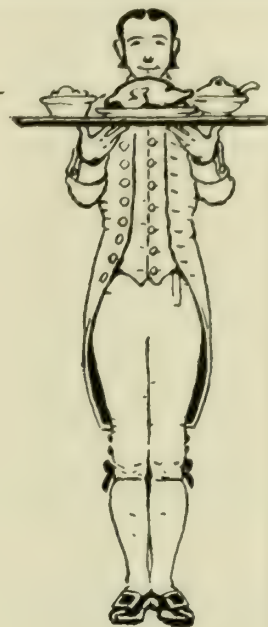
A co-operative creamery is to be erected at West Liberty, Iowa.

Big Iowa Buttermakers' Banquet

At New

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HELD on Buttermakers' Day at Iowa State Dairy Association convention and Dairy Cattle Congress.

All Expenses Paid

including railroad fare both ways, pass to Dairy Show Grounds, meals—and a big banquet in the evening.

A New \$350 Piano

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will be distributed at banquet.

This is a great opportunity for the Iowa buttermaker who is a booster for his creamery, his patrons and his state.

It will positively be the biggest affair any buttermaker was ever permitted to participate in.

Contest Department

Fred L. Kimball Company

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To Promote Dairying in Texas

OUTLINE OF THE "MOSER PLAN"

1. A method by which the farmers, through co-operation with the bankers and business men of their respective towns, may purchase dairy animals, silos and dairying equipment for engaging in the dairying business.

2. A means whereby the intending dairymen and their supporters may be assured of getting good animals and adequate equipment for the amount invested.

3. For such a general supervision and expert assistance in the newly-begun dairying operations as shall assure the financial supporters of the various associations that the business will be managed with the maximum of efficiency and economy, to the end that the guarantors shall incur the least practicable risk and the dairymen earn the largest profits.

The First Step.

The first step, that of instituting a dairying industry in a given town, consists in forming an organization of its business men to constitute a guarantors' association for the purpose of giving good and sufficient security to the banks for whatever advances of funds may be necessary to finance the undertaking. The farmers who wish to engage in dairying make application to this guarantors' association, which through its members being personally acquainted with the character and responsibility of the applicant, may choose good men and thus keep the element of risk at the minimum. The guarantors' association may properly have one of the local bankers and the commercial secretary as its officers, to provide that its activities may be given the greatest practicable safety and service. After the guarantors' association has chosen such applicants as can be depended on to care well for their cattle and conduct their operations along the lines known to give the best results, they sign as security upon the farmers' notes, bearing, say 8 per cent interest, upon which the banks advance the money. The farmers furnish the guarantors with additional security, if circumstances require it. The notes may provide that the dairy checks be paid through the banks and that \$3 per cow per month be charged off, or other arrangement fair and equitable to all the parties at interest be carried out, until the notes are paid and the responsibility of the guarantors is extinguished. The guarantors should have a committee charged with keeping in touch with the business end of the undertaking from inception to conclusion, and the farmers should be required as a condition of their receiving and keeping the cattle, to fulfill certain requirements as to feeding and keeping records of the performance of the individual cattle as milk and butter-fat producers. No farmer's application should be considered who will not also agree to put up a silo, the same to be financed with the purchase of the cattle, since silage feeding is so large a factor in successful dairying. The requirement must also be made that

the dairymen should use pure bred bulls for breeding purposes of any recognized dairy breeds.

The Next Step.

After the guarantors' associations are formed and arrangements for financing made on suitable guarantees from the farmers as to growing sufficient feed and observing the requirements of up-to-date dairying, the latter to be directed through the Texas Industrial Congress with the assistance of the state agent for the United States Department of Agriculture dairy division, the Agricultural and Mechanical College and other available helps, the next step will be that of purchasing the animals and equipment. The congress will keep in touch with the sources of supply of dairy animals and equipment and will undertake to assist the buyers to the end that they will get full value for their money.

Action to be Taken by Dairymen.

The plan contemplates, as has been stated, that the guarantors should require, as minimizing their responsibility, that the



C. O. Moser.

intending dairymen obligate themselves to observe the requirements of good dairying as a condition of participating and continuing in the business. This feature may and should be made of greatest value to the farmers themselves in getting them started along right lines from the beginning. Silage feeding is necessary to the largest and most economical production of butter-fat and the records as to the milk and butter-fat output are necessary to eliminate the unprofitable cows. These records are to be furnished to the Texas Industrial Congress, which will undertake to keep in touch with both the guarantors and the dairymen and see that the right information and assistance are given to make the best results easy to be obtained. This super-

vision by the Congress, with calls upon the dairy division of the Department of Agriculture, the Agricultural and Mechanical College and other sources for help as may be needed will become an assurance of protection to the guarantor and of the maximum of profits and quickest extinguishment of his loans to the dairyman. The Congress will assist in forming milk testing associations, bull associations and other co-operative helps as their usefulness is indicated and will suggest helpful government bulletins, experiment station bulletins and other literature and will help to procure these instructions, sending them through the guarantors' associations to the dairymen. When necessary the congress will send a man to the various communities, giving personal instruction and direct information of the most practical kind, which will be of inestimable benefit to the beginners. The congress will keep in communication with the secretary of each guarantors' association, furnishing blank forms, record sheets, etc., and will advise rations from time to time in accordance with the comparative value of feed-stuffs.

Benefits to Accrue.

The benefits accruing from a greatly increased dairying industry, general over Texas, such as must result in time from the carrying out of this plan, could not be overstated, since such an industry has practically made over Wisconsin, Minnesota and other states. Among these benefits may be given briefly the changing of farmers gradually from bank borrowers into bank depositors and their business with the retail merchants from a credit to a cash basis, since they will receive money every day for their product instead of once a year. The output of corn, cottonseed products and other crops will be marketed in their most valuable and profitable form and the fertility of the land will be increased instead of, as at present, decreased.

A benefit, and a very great one, is that the dairying industry will automatically bring about a great increase in the production of hogs, since the skim-milk, one of the most valuable by-products of the industry, can be utilized to an advantage aside from raising calves only by being marketed in the form of pork. The dairy farmer can produce two hogs, fed largely from the skim-milk, for each cow he maintains, and the pork production may and will become a big help in working off the indebtedness due to financing and in providing profits.

Some Interesting Figures.

Estimating the productiveness of each cow at 200 pounds of butter-fat per year, taking into consideration the value of each calf and the cost of raising it, together with the value of the manure produced per cow, each dairy cow represents, in a community, a commercial value of from \$50 to \$100. Thus, on an estimate of 1,000 cows in a community there should be a return of \$50,000 to \$100,000 per annum. But the dairy industry represents a far more important item than that which is derived from the sale of the dairy products—namely, the matter of maintaining and increasing the fertility of the land.

We are told that an acre of cotton producing 250 pounds of lint robs the soil of approximately \$6 of nitrogen, phosphoric acid and potash, which each dairy cow properly fed will return from \$25 to \$30 of those fertilizer ingredients to the soil. The same comparison holds good with corn producing about 50 bushels per acre.

The Principal Advantage.

The principal advantage, however, in keeping dairy cows on a farm is that the products of the soil are not sold directly

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References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

as such, but are sold in the form of butterfat, which takes practically no fertilizer ingredients from the soil. The result is that the more cows are kept on the land the richer the land will become, the more feed-stuff may be grown per acre and in return more cows kept, which produce more fertilizer, etc., resulting in a continuous process of soil building. It requires no enthusiast to understand that such a process will enhance the value of the land and build up the community along the most substantial lines. The value of barnyard manure does not only show itself in the possession of nitrogen, phosphoric acid and potash, but its advantages are also important in that it increases the water-holding capacity of the soil and its porosity—that is, its air-holding capacity. No one will question the benefit derived, especially in a great portion of our state, where moisture is very essential, in the use of manure for the purpose of increasing its water-holding capacity.

Price of Land and Dividends.

A great acreage in Texas lying near the larger cities and having the best transportation facilities is already held at greater values than any return from its yields of field crops, under our present conditions of farming, will justify. The result is that the growth of the rural population in most of these counties has stopped, and in many cases the rural population has declined. This is given as one of the many indications that an unprofitable agriculture is our greatest deterrent factor in this agricultural state, and the only possible remedy is either arbitrarily to lower the land values or to increase the value of the yields. For such sections, then, intensive farming, such as will be brought about through the operation of the Moser plan, assumes an importance somewhat like that of supplying air to a man for breathing. Other sections of Texas that have not yet reached this lopsided condition of growth will find in the increased profits to be derived from dairying and live stock production in connection with their field crops a great stimulus to prosperity and progress.

Business Men to be Interested.

The Texas Industrial Congress will endeavor to enlist the support of the Texas banks, which, under the initiative of Joe Hirsch and other progressive men, have already done work of this kind, of the retail merchants, stockmen, cotton seed crushers, commercial secretaries in the cities, lumbermen and forward-looking men of every profession and business, to make the movement toward a more profitable and intensive agriculture along the lines set forth in the Moser plan state-wide. Its proposed activities are indicated in description of the plan, and it may be said that this plan, providing not only a method whereby the animals and equipment may be secured and dairying begun, but maintaining a supervision care over the progress of the various dairying associations to the end that the guarantors shall be made safe and the maximum of profits will accrue to the dairy-men, has never been attempted in any other part of the country. This is a plan which is entirely new, insofar as its limitations are concerned, and there is no question but that it will be a most successful undertaking if the necessary co-operation is secured from the business men of the various communities. No community of farmers is more progressive than its bankers and leading business men, and the success of the Moser plan, or any other means whereby the farmers are to be given opportunities for progress and advancement rests almost entirely upon the leadership of the local business men.

Creamerymen of northern Missouri and southern Iowa met at Chillicothe, Mo., and discussed means of improving the quality of cream marketed in that section of the country. Fifteen creamerymen were present from as many counties of the two states. They voted to hold the next meeting at Kansas City on August 20th, when an organization will be formed. Shortly after the meeting at Kansas City the first regular meeting will be held at St. Joseph.

That the farmers in the Gooseneck country of Ward county, N. D., are progressing in the dairy business is evident from a letter received by Dairy Commissioner Flint from Oscar Johnson, cashier of the Bank

of Donnybrook. This bank is taking much interest in the advancement of dairy interests among the farmers of that vicinity, and as a boost for diversified farming, it issues a calendar each month, bearing cuts of beautiful specimens of pure bred sires and cows on the various farms in that vicinity. Mr. Johnson says they have some splendid herds started in that vicinity and there is great promise of development.

Articles of incorporation were filed at Portland, Ore., by the Cow Butter Company, formed by C. W. Stokes, I. S. Holton and H. A. Holton. The capitalization is \$3,000 and the objects are to deal in dairy and farm produce.

SPECIAL PRIZE OFFER TO BUTTER EXHIBITORS AT THE

Minnesota, Iowa, Nebraska, Michigan and Wisconsin STATE FAIRS

We offer a special cash prize of \$10.00 to the butter-maker getting high score at any of these State Fairs, provided he has used **PERFECTION BRAND BUTTER COLOR** in making his butter and so states on his entry.

If you have none on hand you can obtain **PERFECTION BRAND BUTTER COLOR** from the following dealers—

Creamery Package Mfg. Co....Chicago, Minneapolis and Waterloo
J. G. Cherry Company.....St. Paul and Cedar Rapids
The Dairy Supply Company.....Minneapolis
Kennedy & Parsons.....Omaha
Northwestern Creamery Supply Co.....St. Paul
Northern Creamery Supply House.....Albert Lea
Owatonna Creamery Supply Co.....Owatonna
Spurbeck & Lambert Co.....Algona
S. H. Thompson & Co.....Fort Dodge

THE PRESERVATIVE MFG. COMPANY, BROOKLYN, NEW YORK

SOLE MANUFACTURERS OF

Perfection Brand Butter Color A COLOR THAT PLEASES

Purely Vegetable

Complies With All Pure Food Laws

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, AUGUST 15, 1914

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting not decided. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Minnesota State Fair—Hamline, September 7th to 12th. J. C. Simpson, secretary, Hamline. Andrew French, superintendent Dairy Department, 345 Endicott Bldg., St. Paul.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

Central Dairy States Butter Contest—Mason City, Iowa, August 17th to 21st. Buttermakers' day, August 20th. Chas. H. Barber, secretary, Mason City, Iowa.

Iowa State Fair—Des Moines, August 26th to September 4th. A. R. Corey, secretary; W. B. Barney, superintendent Dairy Exhibits, State Capitol Bldg., Des Moines.

A FUTURE FOR TEXAS.

Down in Texas now the dairy pot is boiling, and already the rangers of the Lone Star state are seeing visions of dairy cattle, butter, cheese and milk. And if the Moser plan is given any kind of

support those visions will become material in a few short years. This plan is published in full elsewhere in this issue.

The Texas Industrial Congress is interested and is ready to begin its share of the work outlined. The move has also been endorsed by the Farmers' Congress and the state dairymen's association.

Boiled down, the Moser plan provides for financing the purchase of the dairy animals, silos and equipment necessary for any town to have a dairy industry of its own; for seeing that the purchasers get good cows, etc., for their money and that the dairying is carried on in the most modern, profitable way.

Every town that wants an industry which will change its rural trade from a credit to a cash basis is interested in the Moser plan, and the Industrial Congress will provide a detail copy of the plan to whoever requests it. The congress doesn't expect to stop there. They will send a man to any town whose business men desire to have the matter explained to them with a view of promoting dairying in their community, and who will assist in forming guarantors' associations and in the other steps necessary to get the proposition under way.

Texas needs to encourage the establishment of more dairies. They are individual assets in a state's development. If Mr. Moser can work out any plan which will bring about more interest in dairying he will have done a big thing for Texas. Every county in that great empire should become interested in a bigger way in the dairy cow. If they do, there is a possibility of Texas producing as great value in dairy products as all the states in the Mississippi valley combined.

The plan is thoroughly practical and Mr. Moser cannot become too enthusiastic over its possibilities.

One of the greatest drawbacks to the development of dairying is the lack of capital to purchase dairy animals. Provide this capital and dairying will flourish even in the steer-trodden ranges of Texas.

We hope the Texas Industrial Congress will catch the same spirit of enthusiasm which prompted Mr. Moser to work out such a plan. If they do, we will be publishing some startling figures in The Creamery Journal a few years from now.



CONTESTS.

We are publishing in this number a very interesting review of the results of the educational butter scoring contests which have been held in Wisconsin the past few years. The results are certainly gratifying and they should be a stimulus to other state dairy officials to pursue similar contests with renewed energy. To Prof. Carl E. Lee is due great credit for the persistency he has shown in conducting these contests, and for his efficient manner of operation.

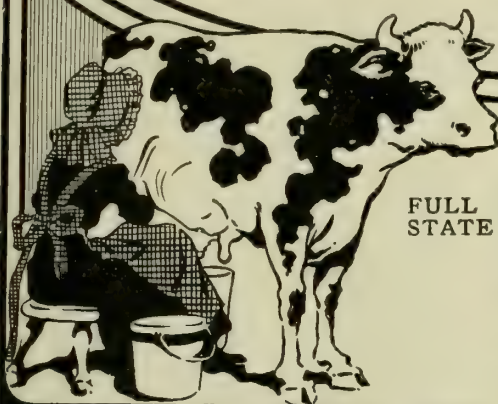
We are glad to note the increased interest in these educational contests manifested each year in Iowa, Minnesota, Michigan and other states.

Color Has More to
do With the Sale of Butter Than Its Taste

Butter is sold on its looks

Dandelion Brand Butter Color

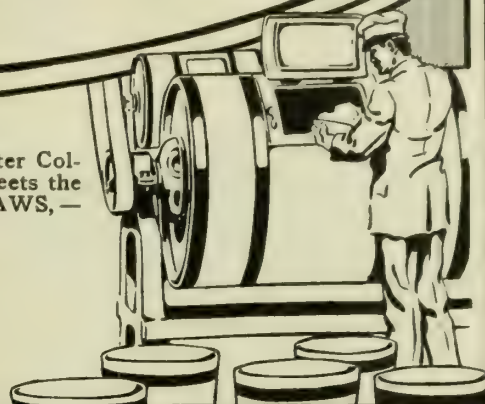
gives the true June shade that tempts
the housewife's eye.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL STATE AND NATIONAL REQUIREMENTS OF ALL FOOD LAWS,—

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand
The color with



Butter Color
the golden shade

CHICAGO.

Conditions Show Improvement—Storage Holdings Less.

[By The Creamery Journal Staff Correspondent.]

Conditions in the local butter market showed a marked improvement this week, following the report of the cold storage houses. The report showed 61,609,000 pounds of butter, which is 4,110,000 pounds short of the showing for last year. The increase since July 1st has been 18,435,500 pounds. While the increase since the beginning of the month is regarded as rather strong, the smaller showing as compared to last year is a cause for congratulation among the receivers. It is certain that the trade will be going to the coolers in strong fashion within the next few weeks. This means that a strong market and top prices to the shippers are assured.

Of course, the main question of interest on South Water street at the present time is the great international conflict among the nations of Europe. The commission men are interested in the struggle, of course, only insofar as the prices of food stuffs will be affected. When war was declared, and the end of foreign commerce for some time to come became apparent, it became known that a large number of local commission men had been in communication all summer with butter shippers in Argentina, New Zealand and Australia. As soon as it became known that the war could not be avoided, these commission men took steps to terminate negotiations, and it is safe to say that foreign butter will not cut a great figure in this market this fall and winter. The countries from which it comes, indeed, will hardly be able to export, owing to the necessity of conserving

supplies for home consumption. The influence of the termination of the foreign butter importations is expected to have an enormous effect on this market. The Pacific coast, which had come to depend on foreign butter to eke out the locally produced supply, will now be forced to turn once more to the creameries of the west and middle west. This means that less butter will come to Chicago, and that the market here will be high this fall. Already, with the war only a few days old, the price of butter has advanced, along with all other articles of produce.

The result of this immediate advance in prices has caused a sensational renewal of the attack on the commission men who deal in butter and the other necessities of life. The local press, the pulpit and the women's clubs are all after the middleman again in full cry, declaring that he ought to be thrown into prison for daring to advance the price of a single article at a time like the present. Meanwhile the shippers are holding back in the hope that the market will make further advances, as it most certainly will, and the receipts are, therefore, diminished to such an extent that the commission men are facing a more serious problem than ever.

Numerous meetings have been held by the various organizations of commission men to discuss the situation. The general feeling is that if everybody sits tight and refuses to rock the boat everything will be all right.

Among butter men the feeling appears to be that while the price may advance in this market, the rise will be gradual. The statement of some butter men that the price might not advance because butter is a luxury, and, therefore, something that the

people will do without, if they are forced, must be taken with a grain of salt. The people can do without butter, of course, but they will not. The price will be gauged by that feeling. It will probably rise as high this fall and winter as the large body of the consumers will pay. If the supply is as short as it now seems may be the case, it will have to reach a high notch in this market before enough people will refuse to buy to make it impossible to move stock. However, it is possible that the public will balk before butter has reached a high quotation, and if that is the case, the price will lower again, as has always been the case.

The manufacturers of oleomargarine are the ones who will prosper as the result of the war. When the price of butter goes higher, as it soon will now, the poor people will turn en masse to oleo, the butter substitute. It will be used in more public eating houses and in more homes. The consumption, already enormous, will be increased by leaps and bounds.

The writer predicted, many weeks ago, that the indications were that the trade here would be going to the coolers perhaps as early as the end of August. He has had the pleasure of seeing that prediction come true, with a week or two to spare, for already the large receivers are drawing on the reserve store in order to make up for the shortage of supply. All of the butter being received at the present time is going into consumptive channels, and it is not enough to fill the demand by any means. The trade is going earlier to the coolers this year than for many years past.

J. H. White & Co., the large butter, poultry and egg house, has employed Melville



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money? Lith is now made in extra large sheets—18x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

Union Cork Board

This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

Write for Free Book on Economical Insulation

It will pay you to get posted.

Union Fibre Company, 105 Union St., Winona, Minn.



Moore, son of W. S. Moore, the well known produce man, as an assistant to John B. Mitchell, of that company. For more than a year Mr. Moore has been with Gallagher Brothers, one of the largest butter houses on the street, and has learned a great deal about butter. While with Gallagher Brothers, Mr. Moore rose in a comparatively short time to the position of city sales manager. In his new capacity he will have the advantage of having for an instructor one of the best men in the butter market of the city, who is in addition president of the Chicago Butter and Egg Board, and will be able to give him a clear idea of all the ins and outs of handling butter on a large scale under all sorts of conditions.

Friends of L. B. Kilbourne, of C. H. Weaver & Co., are somewhat anxious over

his present situation. Mr. Kilbourne left this country several weeks ago to tour France in his automobile. He was accompanied by his wife and before leaving the city explained to all his friends on the street just what plans had been made. Mr. and Mrs. Kilbourne had hardly landed in France, however, when war was declared. They were caught in the crisis along with hundreds of other Americans who were touring the continent. When last heard from they were making for the Swiss border, and were in great fear lest their automobile might be commandeered by the government, a favorite practice of the warring nations over there, it seems, since the trouble started. It is believed that they have reached Switzerland by this time and are probably safe, although there is a big doubt as to how long it will be before they will be able to get to the coast and secure passage home.

Sidney Schaumberger, of Cogle Bros., has returned from his vacation, which was spent in the north woods. He looks much improved and declares he is ready to settle down for a good long siege of hard work.

Dan Coyne Jr., of Coyne Brothers, returned last week from his vacation, which was spent at Ludington, Mich., a resort which for some reason has always been in high favor with Chicago produce men. Mr. Coyne spent his time in fishing and boating. He brought home some photographs which would seem to indicate that in the former enterprise he was most successful.

B. M. Weisberg, of Fairfax, Pa., was a visitor on the Chicago Butter and Egg Board this week. Mr. Weisberg was in the market on business. He spent much of his time in shaking hands with his friends among the produce men, as he is well known here.

Howard Edson, of Edson Brothers, Philadelphia, was a prominent eastern butter man who visited on the Chicago Butter and Egg Board last week. He said that conditions in the east in respect to butter were none too satisfactory at the present time, and the purpose of his trip to the west was to learn the condition of the market out here. He was much impressed, he said, and while he looks for a strong market this fall, believes that anything like a butter famine, which some of the receivers in the east are predicting, is out of the question.

S. B. Davis, father of Ned Davis, of the Davis-Kilbourne Co., the new butter house which has made such rapid strides in the past few months, was in the city last week visiting his son, of whom he admits he has reason to be proud.

J. E. Sinclair, of Pittsburgh, was another visiting butter man last week who was attracted to this market by a desire to place an order or two if he found what he wanted. He said that the general condition of the butter market in his home town was sound, but that it was demoralized in other places in the east. He said that the war seemed to have a greater influence on the eastern trade than on the commission men in the west, which was due, he thought, to the fact that the trade in the east is more familiar with the peculiar conditions and opportunities of foreign trade.

Charles E. McNeill, of C. E. McNeill & Co., returned last week from a two weeks' vacation which he spent in Michigan, stopping at various resorts. Mr. McNeill, who is one of the most popular of the younger butter receivers in the city, declared him-

self much refreshed by his vacation. "I needed a little vacation," said Mr. McNeill, "for the work of moving our place was heavy and besides my time has been well filled in looking after the business with which we have been favored since locating in our new quarters."

Frank Clegg, of the prominent butter and egg house of Merrill & Eldridge, left last week on a two weeks' vacation.

Special Prizes.

The Preservative Manufacturing Company, of Brooklyn, manufacturers of Perfection Brand butter color, are announcing in this issue (see page 13) special prizes to butter exhibitors at the Minnesota, Iowa, Nebraska, Michigan and Wisconsin state fairs. They will give \$10 to the buttermaker getting high score at any of these fairs, provided he has used Perfection Brand butter color in making his butter and so states on his entry.

A new brick building is nearly completed for the Queen City Creamery Company, of Rochester, Minn.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—By October 1st, buttermaker for small farmers' creamery. Must understand pasteurization and starter making. Address B. S. Hill, Dunbar, Ia.

NEW INVENTION for separating cream. Centrifugal Liquid-Separator. U. S. Patents for sale. Never been offered before. Address Mrs. Hannah Edlund, 117 Lockwood St., Providence, R. I.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—By single man with five years' experience in all phases of buttermaking. Thoroughly understand pasteurizing, starter making, etc. Can furnish good reference from last employer. Farmers' creamery preferred. Can come on week's notice. State salary and give full information in first letter. Address H. Morrow, 230 Maple street, Waterloo, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

The Creamery License Law of Indiana

(Continued from page 8)

mining the per cent of fat in milk or cream, or to falsify the record thereof," etc.

It goes without saying that such violations will be investigated promptly and carefully. While there is bound to be some delay in causing proceedings against such offenders, on account of the need of securing reliable evidence, I am determined to ferret out these violators and to see to it that the penalties of the law are meted out to the guilty ones.

Duplication of Licenses.

In quite a number of cases the licensed creamery or licensed tester were unable to show their license. This is contrary to our ruling, Section 1 and Section 5, which provide that the license shall be posted in plain sight in the testing room of the factory. In most cases, the parties in question claimed that they never received the license, while in practically all cases our office records showed that licenses had been mailed to these parties. In all such cases we have issued gratis duplicate licenses, giving the licensee the benefit of the doubt. But these instances have become so frequent that we have established the rule that, in the future, there will be an extra charge of \$1 for each duplicate license furnished.

While it is entirely possible for licenses to get lost in the mail, the miscarriage or loss of mail is, after all, a very rare occurrence. We have also found, upon more careful inquiry, that in a great many cases of supposed failure to receive the license, the license duly reached the licensee, but got lost in the factory. In several instances, in a thorough search through the piles of accumulated stationery on the desk of the licensee, the license finally turned up. As long as the careless recipient of the license knows that, in case of loss, he can secure another license gratis, he often fails to make the necessary effort to locate his license, because it seems to be easier to simply write for another one. This charge of \$1 for a second license puts a premium on carefulness and should result in fewer calls for duplicate licenses.

I have taken your time to bring these details before you because I am seeking your approval of our actions, and this is possible only by acquainting you fully with our problems. In the enforcement of this Creamery License Law, as well as in the performance of our other duties, we are your servants. What we do and what we know is your property, which can be of the greatest value to you only when everything is conducted open and above board. We have no secrets, nothing to hide, and our usefulness depends, to no small extent, on your advice and approval in all these matters.

Number of Licenses.

Up to date, the issuance of licenses is as follows:

Creamery licenses, 288; tester's licenses, 347; glassware tested, 35,000 pieces.

Dairy Statistics Available.

The enforcement of the Creamery License Law has made possible our getting a wealth of valuable statistics on various phases of the dairy business—such as the number of plants in operation; kind of plants, whether creameries, ice cream plants, cheese factories, shipping stations, condenseries or market milk plants; amount of dairy products manufactured annually; location of co-operative creameries; number, location and cause of defunct creameries, etc.

By the end of the year, I hope to be able to furnish every licensed plant a printed circular, containing a complete list of all licensed factories and licensed testers, showing in the form of a map the distribution of the different types of factories over the state and giving other interesting and valuable information.

Attitude of Dairy Manufacturers Toward the Law.

In conclusion, permit me to express my high appreciation of the kindly and helpful attitude shown us by practically all of the dairy manufacturers of the state. This enforcement of the Creamery License Law has been the most gratifying work to me, which it has been my duty to undertake. It is resulting in a rapidly growing bond of sincere good fellowship, yes, friendship, between us all, the mutual benefits of which are bound to leave their lasting impress on the prosperity of our dairy business.

I cannot help being enthusiastic over this most encouraging situation. It will mean that our efforts in being helpful to you all, in the solution of your many and often perplexing problems, will meet with a ready response and that every dollar's worth of effort expended will be of real usefulness and value for the common good.

I also desire to earnestly solicit your suggestions of how we may serve you more efficiently and I assure you that your honest and frank criticism will be received, accepted and acted on, in good faith, and with but one motive and that is to correct any defects in our work, and to concentrate our efforts, so as to render our service more efficient and more valuable.

Iowa Buttermakers.

We are by this means calling your attention to the valuable prizes offered by the Iowa State Fair for dairy exhibits. If you are making butter of good quality, you should not miss this opportunity to share in the distribution of the \$657 in cash prizes.

Write to A. R. Corey, secretary, Des Moines, enclosing \$2 for exhibitor's ticket. This ticket will be mailed to your address and is transferable and good for one admission each day of the fair. With your exhibitor's ticket, you will receive an entry tag which must be attached to your tub of butter. This tag is for identification and **must be attached**. On this tag, state whether butter is made from gathered cream or whole-milk. Butter not designated as gathered cream will be considered in the whole-milk class. All exhibits must arrive in Des Moines not later than Monday, August 24th.

Class No. 118—Creamery Butter.

1995—Twenty-pound tub, pro rata, \$535.

Minimum on butter made in a creamery where milk is separated, 91½.

Minimum on butter made in a creamery where no milk is separated, 90.

Special Prize.

Two 20-year gold-filled watches, properly engraved, will be awarded, one for the highest score on whole-milk butter and one for the highest score on gathered cream butter.

Suitably inscribed diplomas will be given exhibitors of butter scoring 92 or better.

Class No. 119—Dairy Butter.

1996—Ten-pound tub pro rata, \$60. (Minimum, 90.)

\$5 and \$2 respectively to tubs scoring highest.

Class No. 120—Cheese (Open to the World)

1997—\$25, \$15, \$10 and \$5, respectively, to four best exhibitors of cheese, each exhibit to consist of not less than five cheeses. (Minimum, 85.)—W. B. Barney, superintendent.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Results of the Educational Scorings

WISCONSIN BUTTERMAKERS PROGRESSING

More consistent results and a faster rate of progress made by buttermakers who are regular exhibitors at the monthly educational scoring exhibitions, held at the dairy school of the University of Wisconsin, is the most significant fact brought out in the annual review of the contests by Prof. Carl E. Lee, in charge of the work.

Coupled with an analysis of the comparative scores of butter made from whole-milk, milk and cream, and farm-skimmed cream, Prof. Lee gives the main reason why several factories in Wisconsin continue to produce high scoring butter from nothing but farm separated raw material.

During the year from May 1, 1913, to April 30, 1914, a total of 174 men entered 886 exhibits of butter which received an average score of 92.5. Some 37.76 per cent of the entries received a score of 93 and better, while 5.3 per cent of the butter scored less than 90.

In the cheese class there were 178 entries, made by 54 men, with an average score of 91.37.

Regular Exhibitors Score Highest.

Regular exhibitors take the palm. For instance, the 26 men who entered a tub of butter for each month of the year made an average score of 92.23 on 312 different lots, with 56.7 per cent scoring 93 and above, and only 1.6 per cent scoring less than 90.

On the other hand, for those men who entered one lot of butter, only 12.9 per cent of the entries scored 93 or higher, with 19.3 per cent scoring less than 90. Table 1 gives the detailed results of the year's work in this relation.

In commenting on this phase of the problem, Prof. Lee says: "Primarily the exhibition work is conducted for the benefit of the men who are making the low grade butter, but when they do not continue the work it is hard for the Dairy School to be of much assistance. Some of the men who are now making high grade butter received a low score at the outset, but they did not get discouraged. Nothing is gained by entering one or two lots of butter or cheese during the season. It is only the steady exhibitor who learns to improve his produce, and is stimulated to better and better effort through competition."

Tainted Cream Question Again.

"Is it worth while to make butter from tainted cream?"

For a period of seven years the quality of the butter made in factories receiving whole-milk only has been of high quality, while

the quality of the product made by those taking in cream only is of a lower grade.

During the past year Prof. Lee received 801 exhibits of butter from men who had filled out a method blank showing how their product was made. Out of this number 10 per cent of it was made from whole-milk, with an average score of 94.18, with 95 per

cent farm-skimmed cream. The average score of this lot was 91.79, or 2.39 points below the average score placed on the whole-milk butter. Twenty per cent of this butter scored 93 and higher, while 9 per cent scored under 90. It is of interest to note that of all the butter that scored under 90 just 96 per cent was made from cream skimmed on the farm.

Possibilities of Farm Cream.

Prof. Lee calls attention to the fact that several buttermakers in Wisconsin make a high quality product from nothing but farm skimmed cream. This is possible because they rigidly guard their intake and accept

Table No. 1.

Number of men who sent one to 12 entries of butter, May, 1913, to April, 1914. Total number of exhibitors, average score, number and percentage of the exhibits in each division that scored 93 and more, and the number under 90:

No. entr's.	No. exhibitors each div.	No. lots in each div.	Average score in each div.	Scored 93 and higher		Scored under 90.	
				No.	Pct.	No.	Pct.
1	31	31	91.18	4	12.9	6	19.3
2	25	50	91.14	2	4.0	4	8.0
3	30	90	92.33	34	37.7	5	5.5
4	10	40	91.95	9	22.5	2	5.0
5	10	50	92.35	16	32.0	2	4.0
6	10	60	92.10	12	20.0	2	3.3
7	10	70	92.20	22	31.4	3	4.3
8	10	80	92.19	25	31.2	10	12.5
9	6	45	92.74	19	42.2	2	4.4
10	2	20	90.76	1	5.0	7	35.0
11	5	55	92.36	20	36.3	..	...
12	26	312	93.23	177	36.7	5	1.6

cent of the entries scoring 93 and higher. Seven of the eight exhibits that did not pass the 93 mark were entered at the state convention, and were made very largely by men who were not regular exhibitors. Only one exhibit scored under 90.

In the milk and cream class there were 118 lots of butter. This was 23.7 per cent of all entries, the average score being 93.27, with 60.2 per cent scoring 93 and higher and

only cream absolutely free from taint. Again, it is to be noted that nearly all of the producers are interested in the success of the plants and the quality of butter that is to be shipped to the market. From one of these places 12 exhibits were received last year, with an average score of 94.79. For the previous year 12 entries from this factory received a score of 94.39. Another factory in the neighborhood entered six lots

Table No. 2.

Number of exhibits and the average score of butter according to the kind of raw material, from May, 1913, to April, 1914:

Period	Milk Class.		Milk and Cream.		Cream.	
	No. ex.	Av. score	No. ex.	Av. score	No. ex.	Av. score
May	9	94.96	11	93.07	33	91.71
June	5	95.33	19	93.60	39	90.64
July	4	94.83	13	93.20	37	91.59
August	5	95.60	13	93.30	43	91.78
September	4	95.12	13	94.03	34	91.93
October	9	94.14	14	93.27	32	92.03
November	5	94.06	14	93.60	31	92.50
December	3	94.77	17	92.86	38	92.05
January, 1914	4	94.58	13	93.56	33	91.73
February	26	93.00	26	93.10	111	91.60
March	7	94.45	18	92.43	49	91.71
April	4	95.12	19	93.42	46	91.77
T'l & av. sc'e	85	94.22	190	93.27	526	91.79

one tub scored under 90. The average score of this lot of butter was the highest that it has been for six years.

There were 526, or 65.6 per cent, of all exhibits made in factories receiving nothing

of butter, with an average score of 95, and for the previous year 12 entries, with an average of 93.9.

Many illustrations are available to show what can be done where factorymen insist on receiving nothing but good cream. Let it always be remembered that good butter is the result of good raw material, combined with the other essential of good workmanship.

Composition of Exhibition Butter.

During the year 662 different lots of butter were tested for water and salt. The average per cent of water was 13.52 and of salt 2.64. Assuming that the average casein content of butter is 1 per cent, this makes the average per cent of fat 82.84.

Some 79.1 per cent of all exhibits contained between 12 and 15 per cent of water, 41.5 per cent between 13 and 14, and 26 per cent between 14 and 15. Only 1.5 per cent of all the exhibits tested exceeded 16 per cent of water. In handling the exhibition butter and making a study of the method blanks, very few men attempt to make but-

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REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

ter having a high water content. The results presented seem to show that the amount of water in the butter is the result of making butter by a method that favors a product with a good texture.

However, Prof. Lee states that there is too much butter made that contains less than 13.5 to 14 per cent water. Fully 25 per cent of the butter is below the 13 per cent mark. Few exhibits have been received that were overloaded with salt, although some samples were rather low for the good of quality.

The 43 men who received awards this year made butter with an average of 13.55 per cent of water and 2.66 per cent of salt. In all there were 284 samples tested. The state fair and convention exhibits were not tested.

Out of this number only five tubs contained more than 16 per cent water, and 43 per cent contained between 13 and 14 per cent, and nine contained below 12 per cent of water.

Awards Granted.

The names of the men who received awards have already been published in the dairy and agricultural press. Several of these men have already received one or more awards in previous years.

Thirteen of the 43 men who received butter awards received grade A. Nearly all of these operated factories receiving whole-milk, either all or in part. Credit is due to the man who entered 12 exhibits of his regular make of butter made from cream skimmed on the farm and scored 94.5.

In making up these awards 516 exhibits were represented. Out of this number 14.7 per cent were cut in body, 9.5 per cent in color and 8.3 per cent in salt defects.

Several awards were granted to cheesemakers. Two of these men made exhibits of cheese that received an average score of nearly 94.

The judges who have assisted in the awarding of the monthly honors, and who have rendered a valuable service to the dairy industry of Wisconsin, are:

Butter judges—H. C. Larsen, assistant dairy and food commissioner, Madison; J. M. Sherman, assistant in agricultural bacteriology; Prof. Carl E. Lee, in charge of the scoring exhibition work.

Cheese judges—A. T. Bruhn, junior dairyman, United States Department of Agriculture; E. L. Aderholt, assistant dairy and food commissioner, Neenah; G. Marty, instructor in foreign cheesemaking, Wisconsin Dairy School.

The tables given herewith will doubtless be of service to creamerymen and factory operators, in that they shed light on important facts connected with improvement work.

Tariff and Butter.

"On May 26th the quoted price for butter on the Chicago market was 25 $\frac{3}{4}$ c. On the same day, 1913, it was 27c and on the same day in 1912 it was 25c. Market conditions the country over are, at the present time, practically identical with those of last year and two years ago and may be said to be normal."

The above is written in the Bulletin, a monthly paper put out by the Blue Valley Creamery Company of Chicago. The remaining part of the article is so sensible that it is worth reading and will throw some light probably on the prevailing situation in the butter and dairy business.

It is well to keep in mind in considering the effect of lower tariff on the future of dairying in this county just how much the tariff was lowered. Previous to the passage of the new tariff law, the tariff on butter brought into this country from foreign

countries was 6c per pound.

We have not, neither do we feel competent to pass judgment on the question of what the tariff rate should be. We merely accept conditions as we must confront them and advise our readers just what these conditions are for the best interests of our shippers.

With this thought in mind we wish to emphasize the fact that the changing of the tariff laws do make the cows of the world produce a single drop more milk. There is just as much milk produced the world over under one tariff law as another.

And there is no world overproduction of dairy products!

That is the big fact to keep in mind all the time. And the average world price for butter is always high enough to insure to the man who keeps good cows and takes good care of them ample returns for his investment and labor.

Prices for butter vary the world over, but they vary in this country, too, depending upon quality, transportation rates, the local supply and demand, etc.

When any considerable portion of the butter going to any market is attracted to some other market because of higher prices, then prices at the lower market begin to move upward and conditions equalize.

What is true in a single country is true the world over, and American butter is protected against the world's average price by the present tariff of 2 $\frac{1}{4}$ c per pound.

It is well for us to keep in mind that the tariff on butter under the old law was 6c per pound and if the world's price for butter was very much lower than our average price, foreign butter would have come into this country under the old tariff, which it did not.

American butter will always have an advantage over the imported product. American people like American butter and this fact will always work to the advantage of the home product. The flavor, texture and general characteristics of imported butter are different from butter made in this country and will not suit the American consumer as well.

We call attention to these facts for the encouragement of the man who milks the cows. We would point out to him that there is no danger of the dairy business being undermined.

Dairying will continue to be one of the safest, surest lines of his farm work. If anyone is going to go out of the dairy business let the other fellow do it.—Kansas Farmer.

Star Creamery Closed.

The Star creamery, of Pierre, S. D., closed its doors, temporarily at least. Manager McCalmont has made the following statement: "With from 30 to 40 tons of cream passing through Pierre each week east to other creameries, the directors voted to have the creamery closed rather than to furnish the management with sufficient capital to carry on the business." Mr. McCalmont declares they are located in a territory where they have access to 4,000 milk cows; that the creamery is as well equipped as is possible to get and with the required working capital can become a large and paying industry for Pierre. All outstanding checks will be paid as soon as presented. It is expected that a new organization will be formed or the plant sold so that it may be opened up soon.

The creamery at Cando, N. D., opened August 1st. N. N. Larson, of Milaca, Minn., is in charge.

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H. H. Whiting, Cedarburg, Wis.,	97.00
F. V. Merryfield, Troy Center...	96.33
H. Nichols, Elkhorn, Wis.....	96.33

Scores on Cheese

	Score
H. A. Kalk, Sheboygan Falls...	98.75
A. C. Worth, Appleton, Wis....	98.50
J. Van Epps, Fremont.....	98.00
A. F. Peterson, Appleton.....	96.50

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Wis.

Little Falls,
N. Y.

Michigan Buttermakers

The next regular monthly butter and cheese scoring, conducted by this department, will be held in connection with the Michigan State Fair in Detroit, September 7th to 18th, inclusive.

This department will be in charge of the entries and exhibit same in the large glass refrigerator which has been erected in the new dairy building. The fair rules provide that each entry for both butter and cheese must consist of not less than 20 pounds in the factory class. For dairy butter a five-pound package is required.

A liberal premium is being offered by the State Fair Association, consisting of \$300 for creamery butter, \$200 for cheese, regardless of class or type, and \$50 for dairy butter, to be divided as follows:

Creamery butter—First prize, \$25, second, \$15; third, \$10. The balance is to be divided on a pro rata basis with 90 points as a minimum.

Cheese—First prize, \$20; second, \$12; third, \$8. The balance is to be divided pro rata, with a minimum of 90 points.

Dairy butter—First prize, \$8; second, \$5; third, \$3. The balance is to be divided pro rata, with 88 points as a minimum. The winners of the first, second and third prizes are not to participate in the pro rata fund.

The usual entry fee of \$2 will be charged, which entitles the exhibitor to an exhibition ticket, which will be mailed promptly on receipt of the entry. At the close of the fair the entries will be sold to the best advantage and remittance made by this department, less express or transportation charges and \$2 entry fee, which will be turned over to the fair association, which will in turn mail out the prizes and pro rata divisions. Entry blanks and shipping tags, together with the 20-pound tub to be used for creamery butter, will be furnished free of charge on request by this department, the same as in our regular monthly educational scorings. The regular division credits, embodying the commercial, judgment, accurate analysis and composition scores, will also be computed and sent out in the regular way.

With the state fair scoring the present series of scoring which has been conducted

by this department will be concluded, credits averaged and diplomas issued to those who have the required number of entries and average points. Analysis of the large number of method blanks and results of the work, with conclusions, will also be made in compiled form, after which it is hoped to continue the work of conducting the scorings on a still more efficient and constructive basis. Our new feature—that of considering the patron in these scorings—in which the department will make an effort to bring about improvement in the quality of the raw material by monthly letters to the patrons of those creameries participating in the scorings and being inaugurated with the July entries, is proving very popular. Enough requests for these letters have been received to require an issue of 20,000 copies.

Butter and cheese entries for the state fair scoring must be in Detroit not later than September 4th. State Dairy and Food Inspectors C. V. Jones and C. R. Webb and the writer will do the judging of the entries, and the results of the scoring will be sent to each exhibitor by card as soon as the work is completed. Michigan should be represented at the state fair with at least 200 entries of butter and cheese together, so that the many thousands of people who visit the fair may know the importance of the dairy industry of the state. Will you help?—H. D. Wendt, in charge Dairy Manufacturing Division.

Blue Milk.

Although blue milk is referred to in American scientific literature, it seems to belong among the rarities in this country, whereas serious outbreaks of it have occurred in Europe, and there its appearance seems to have been of considerable practical importance. Blue milk is ordinarily understood to be due to the production of a colored pigment in the fluid as the result of the development of special micro-organisms therein. This unusual manifestation in milk was early observed and reported; but Steinhof, who was able in 1838 to cause its disappearance by the use of disinfectants, was apparently the first to recognize the presence of an infectious material. The well known bacteriologist

Hueppe was the first to obtain a blue-milk organism in pure culture, in 1884, so that evidently the investigation of the subject goes back to the early days of bacteriology when this modern science was still in the formative period. There is a possible ground for misunderstanding as to the nature of the phenomenon. According to some, milk may have an abnormal blue appearance due to other causes than the growth of micro-organisms there in. We are told that milk which had been allowed to stand in iron dishes for several hours had a peculiar bluish-gray color, indicating the presence of iron in solution. A number of investigators have manifested that the consumption of certain plants by milk-producing animals may result in an abnormal blue color in the milk secreted, but the data along this line are more or less conflicting. There seems to be no doubt, however, that the abnormal appearance of a blue color in milk is, in the great majority of cases, caused by the growth of micro-organisms in the milk. The appearance of a few isolated samples of blue milk which recently reached one of our western experiment stations has afforded an opportunity for a new investigation of this uncommon phenomenon. The organism isolated from the milk and proved to be responsible for this "outbreak" was the *Bacillus cyanogenes*, the same organism that has been isolated in other instances of blue milk. The fact that in the Iowa manifestations the trouble occurred in only two households out of 18 served from the same dairy, and that these two were quite closely associated, indicates that the infection of the milk took place in the household. This explanation is also suggested by the failure of the blue milk to appear at the dairy farm, except in a pan brought from the home of one of the customers having the trouble. As far as is known, says the Journal of the American Medical Association, this organism is entirely harmless, and milk which is turned blue by it is objectionable only on account of its color.

Stringy Cream.

To the Editor: Will you let me know what causes stringy cream on milk?—H. K., Minnesota.

Stringy milk and cream is caused by a certain class of bacteria. At first these bacteria do not occasion great trouble, but if permitted to continue about the dairy they become very persistent and are very difficult to get rid of. Furthermore, they may be carried through central milk plants or creameries from one herd to another occasioning no end of trouble. There is only one way to rid dairy plants of these troublesome germs or bacteria and that is by thorough cleansing and sterilizing of all cans and dairy utensils which come in contact with milk. The trouble is often present in barns and about the cows. In such cases it is doubly difficult to eliminate the germ life. It becomes necessary to thoroughly cleanse and disinfect all parts of the barn and at each milking period to wash the flanks, udders and teats of all cows with a mild germicidal solution. Like all other germ life, cleanliness, pure air, sunshine, disinfection and sterilization are the only methods conducive to successful elimination.

Farmer Jones (over the fence)—"Does your cow give a lot of milk?"

Father Town (lately from the city)—"Well, I think she would give a lot, but my wife and I agreed we would be saving of it, and I only milk a pint or a quart, or just what we want to use, so there won't be any wasted."

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South Dakota Buttermakers.

The South Dakota State Fair will again be held at Huron, September 14th to 18th. The State Board of Agriculture has done everything to make this year's fair the most entertaining and most instructive ever.

This applies to the dairy department of the fair. The new brick dairy building has been entirely completed. It is equipped with water pressure, electric power, exhibit-refrigerator for dairy products, attractive exhibit spaces, rest booths and cement sidewalks leading to and from the building.

This year there will be a working creamery in the building. Butter will be made there every day. You are invited and urged to come and make the butter. We will have a clean white suit ready for you when you arrive. A special announcement card on the wall will state who is doing the churning.

Do not fail to send a tub of butter (20-pound preferred). The pro rata money will this year be divided so that all exhibitors will receive some of it. The lowest score gets one point. After the butter has been judged it will be sold and shipped, and the money remitted to you as soon as returns can be had from the commission house. The transportation and drayage expense will be deducted. The premium money will be sent to you direct from the secretary's office.

Also send a box of print butter to be neatly piled by us on the exhibit shelf in the large glass refrigerator. Show the people your creamery is alive. We want every South Dakota creamery represented in this exhibit. If the weather is hot, wrap each print separately so that the carton will look clean, and free from spots on arrival. Creameries outside of the state are invited to send butter. Those scoring 90 points or above will receive a diploma, but they are not entitled to any pro rata money.

Shipping tags and entry blanks have been mailed. Please do not mislay these. The butter should arrive at Huron on Saturday, September 12th. The writer will be there to see that it is put into the refrigerator on arrival.—C. Larson, superintendent of Dairy Department.

Indiana Dairy Organization.

A committee of dairymen, butter manufacturers, ice cream dealers and others connected with the milk trade, was named at a meeting in Indianapolis to form a permanent organization of the business in Indiana. The committee is to draft a constitution at the next meeting to be held late in August in Indianapolis.

The members are H. C. Mills, of Purdue University; Samuel Schlosser, Plymouth, Ind.; W. E. Smith, Indianapolis; R. F. Miller, Topeka; O. F. Hunziker, Purdue University; J. A. Risch, Vincennes; Edward C. Handy, Anderson; Edward Mace, Brazil; Roy Atkinson, Evansville; George Freese, Napanee; Amos Newhouse, Vera Cruz; E. L. Martin, Markle; F. G. Craft, Liberty; E. A. Markle, Muncie, and C. W. Hale, Indianapolis.

The purpose of the organization is to promote interest in the dairy business, it being held that Indiana should be one of the very best dairy states in the country when farmers can be made to see its advantages. Another object is to seek better shipping facilities and rates from the railroads that dairy products may be given better access to eastern markets.

The association took a lively interest in the proposed Indiana Day at the National Dairy Show at Chicago next October. It is probable that Indiana creamerymen will each take a number of farmers from whom

they buy cream to the show as their guests. Indiana will make an exhibit.

Samuel Schlosser was appointed a committee of one to co-operate with the Indiana Panama-Pacific exposition commission in arranging for a display of Indiana dairy products.

Tubercular Milk.

That the tubercular cow is a menace to the public health and that the tuberculin test is the most reliable test for finding such cows in the herd, are things which must be granted. Yet the question remains, how shall we apply this test and eliminate the diseased cow, and will the elimination of tubercular cows mean milk free from tubercular infection?

Dairymen hate to be regulated, as they look upon it as an imposition which will be accompanied by possible financial loss. Yet if they considered the serious danger to their families and the greater possible loss from the spread of the disease to the balance of their herd, I am sure they would willingly apply the test and sell the reactors.

Health officers are prone to lay all blame for tubercular milk at Bossy's door. We have legislated in the past and will legislate in the future to do away with the tubercular cow, which is well and good, but do we ever stop to think that the cow is but one of the sources of infection. City ordinances are made and enforced requiring the tuberculin test of all cows supplying milk to the city, yet they will permit the employment of tubercular laborers in handling and distributing dairy products in the cities. The question is not which is the greater menace to pure milk, the tubercular cow with an ordinary localized case in some other organ than the udder, or the tubercular men in the bottling room pushing bottle caps into the necks of bottles filled with pure milk? They both are a serious menace and should be eliminated. Will we ever accomplish much toward improving our milk supply unless we consider both? Our endeavor will be fruitless if we disregard either. We can slaughter all reactors from now to doom's day and yet have tubercular milk unless we also eliminate the tubercular laborer from dairy plants.

I am sure dairymen would take more kindly to our ordinances and abide by them more closely if they saw they were not the only ones regulated, and that there was an actual attempt to get pure milk to the consuming public.—H. E. Dvorachek, Animal Husbandry Department, Colorado Agricultural College, Fort Collins, Colo.

The young farmer lad who had just attended a 10-day short course at the dairy school was telling his friends at the corner grocery one evening soon after his return, about cows. Upon being asked the reason for the color in milk, this "highly educated" boy proceeded to explain with serious dignity: "You see, the first cow was white and naturally the milk was white on account of the presence of millions of harmless bacteria known as xanthophylls. The dairy school soon began to mix breeds; then came the red cow and yellow milk. This is due—" "How do ye 'count for blue milk?" interrupted some one. "Well, you will notice blue milk is more common in summer, when cows sleep out doors exposed to the sky all night." All agreed that old man Syke's boy was "right smart."

Fire originating in the boiler room badly damaged the Jersey Creamery, Newcastle, Ind. John E. Davis is the proprietor. The loss is estimated at \$1,000, fully insured.

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Write for free book, "Better Butter"; every dairyman should read it.

THE PATERSON PARCHMENT PAPER CO.
42 Eighth St., Passaic, N. J.

Pioneer Days in the Fox River Valley

(Continued from page 3)

This sod decomposed very slowly, and the cross plowing in later years was performed with great difficulty. Corn was usually grown the first year. This was planted in hills by hand without marking off, furrowing, or any animal assistance. The planter made a hole with an axe carried in the right hand, dropped in two or three kernels with the left, and covered it with his foot. As the rich black soil was very loose and mellow, this was easily accomplished. The corn grew with little attention and cultivation. Frequently corn was grown for many seasons continuously on the same soil with no apparent decrease in yields.

Often the corn land was seeded to winter wheat. This was sometimes done by a man on horseback in the ripening corn. For many years bounteous crops of wheat were produced, which served as their only cash crop. Twenty to 40 bushels of wheat, 50 to 80 bushels of corn, and as high as 300 bushels of potatoes are reported per acre, while oats, rye and barley accordingly produced very bountifully.

Harvesting and threshing was of course carried out by hand labor. In the absence of barns and granaries the small grain was stored in rail pens lined with straw. In the corn cribs, the straw was lacking, while for a roof, the top was covered with rails, straw and prairie hay. Potatoes were kept over winter by burying in the ground and covering with straw.

By 1840, Chicago served as a ready cash market for the surplus wheat. But to get it there required of the Kane county farmers about three days' time and numerous difficulties. A team of horses drew about 40 bushels per load in the fall when the ground was firm and hard. Oxen were also used, though less efficient and moved more slowly.

But the traveler who has beheld the marshes and swamps around Chicago in the region they traversed, can readily imagine with what great difficulty they sometimes crossed them. Bridges and fences being almost entirely lacking, each teamster seemed at liberty to take a new road in crossing the sloughs. Occasionally the wagon cut through the sod and the animals were not able to pull the load. Then they frequently carried the sacks across to the solid ground, pulled the wagon back in the same track to firmer sod, and then brought it around and after loading the wheat, started on again, only to be compelled to repeat the same performance a little later.

Despite these difficulties, this was their best way of securing some cash, though wheat was selling at 30 to 50c per bushel, and dressed pork about 2½c per pound. Returning teams often brought back lumber, supplies for a merchant, or the worldly goods of some newcomer who had just arrived via the lakes. As the railroad pushed westward these parallel wagon roads diverged in towards the terminal, and as the line was extended to Elgin in '49, the marketing soon became less difficult.

For the first 15 or 20 years, the bounteous and prosperous yields of wheat offered the only means of securing a cash revenue, as there were no manufacturing industries except the individuals working at local, diversified trades. Every financial transaction was said to depend upon the yield and price of wheat.

However, in the early 50's, the decline in yield of wheat was evident, and the occasional complete failure of the crops made dependence upon it very uncertain, so a di-

versified system was sought after. About this same time the growth of Chicago begun to be felt in the surrounding country. The future great wheat market in Chicago, and the city's importance in lake shipping and as a railroad center seemed determined.

Its trade and industrial development was marvelous. This rapid growth and the increasing hotel trade taxed the local producers beyond their capacity to supply the city with fresh products. The difficulty of its hotels to secure a regular supply of clean fresh milk opened up a great industry to the Fox river valley and the whole northwest. The grasping of this opportunity put the Elgin community on a road of development which has evolved it into one of the highest types of agricultural achievement.

Is There a Creamery Trust?

To the Editor: Is there a creamery trust? Well, I should smile! This query and answer is inspired by your article in the current issue of The Creamery Journal, entitled "More About Creamery Trusts." This article was a fine digest of the dairy commissioner's reports on the Iowa situation, but did not give much evidence relative to the question. The writer of this article clearly was never in a price fixing conference, and does not have a very clear idea of the perfect, but remorseless, organization that absolutely fixes the price paid for cream to the farmer and in such cities as Omaha and Des Moines, also the price to the consumer.

There is absolutely no competition among the big creameries of the middle west. This can be proved if anyone wants the proof.

Just a hint as to how it is done. This illustration refers to actual operations in the field. How the prices are fixed by the overlords of the creamery business is another story. Take any town that has a good lot of cream. Perhaps two stations are getting two-thirds of this cream, with three or four others trying to get into the game. This looks like competition, but there is absolutely none as far as price is concerned. Let "A" and "B" represent the stations who are getting the big end of the cream. Let "X," "Y" and "Z" represent the creameries who have stations open with all the attendant station expense, who are trying to get a toe hold. Don't forget that the general price has been fixed, all are agreed. The Overlord of "Z" calls in his field superintendent and with glowering brow demands why he don't get more cream at this certain town? He says, "'A' is getting lots of cream, why don't you?" He answers, "'A' has the lead and we can't get in. Why don't you try something?" So our Overlord says, "Our regular quotation will go out to this town on Monday, cream will drop; you stop over Saturday and tell our operator to forget his quotation and also to forget to talk." On a drop, farmers commence to inquire why? All the stations are down but one. He is getting business, the others are losing. The field superintendents of all companies are instructed to use their good offices at any point to line up prices where any station is not paying regular. If these efforts fail, then it goes to the Overlords and after more or less jockeying is fixed.—S. J. Woodruff, Omaha, Neb.

Some of the big dairies have had moving pictures taken of their farm dairy operations. The next thing we will come to know some of our great dairy animals as "King Segis" or "Countess De Kol" of the movies.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1869

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The Chicago Butter House

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near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

Modern Buttermaking and Dairy

Arithmetic (regular price \$1.50)

and The Creamery Journal one

year, both for \$2.00.



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THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

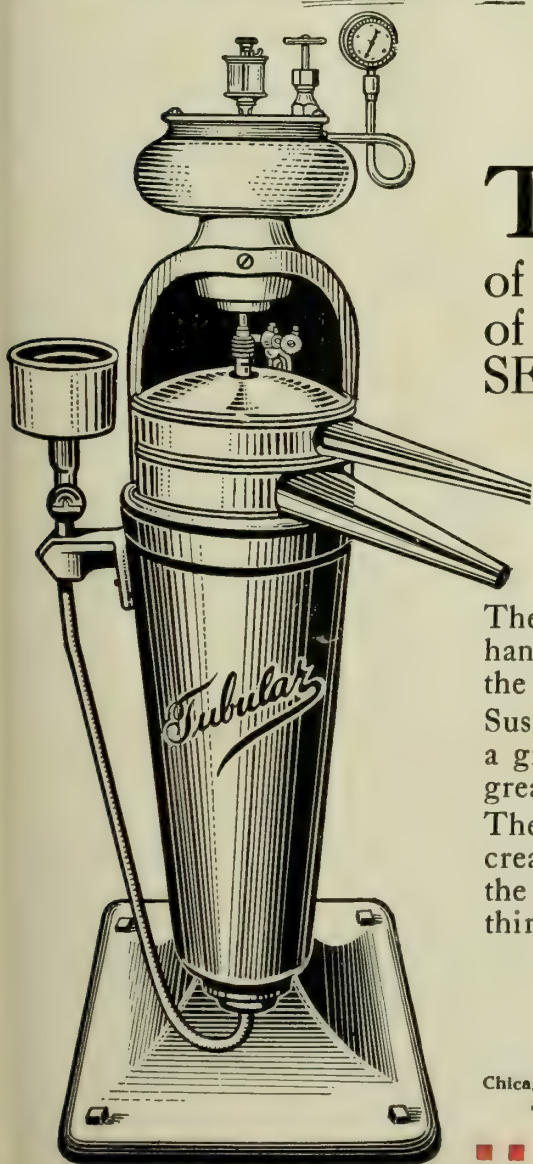
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

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WEST CHESTER, PA.

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Some Pertinent Facts About a Good Churn



The Victor Churn was in existence twenty years ago. It was at that time recognized as the best. The Victor Churn is in existence today. It is still recognized as the best. Not once in that time have we missed an opportunity to improve it, to make it a better and still better machine. Thus it has always remained the standard—the churn by which others are to be judged.

THE VICTOR CHURN

Drum is independent of the Frame and Gearings. No strain of Frame—no interference with the mechanism of the Gearings—hence the machine runs smoothly, quietly and has a longer period of service.

Churns exhaustively—Produces the largest yield. Moisture always under control—Texture maintained to the highest possible degree of perfection.

Victor Churns Make High Butter Scores

Ask us about the new Distributing Flight, which distributes the Butter evenly through the Rolls.

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Kansas City, Mo.
Waterloo, Iowa

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THE CREAMERY JOURNAL

The National Creamery Magazine

VOL. XXV NO. 15

WATERLOO, IOWA, SEPTEMBER 1, 1914

ONE DOLLAR A YEAR

THE CREAMERYMAN

Has a personal interest in the success
of the farmer who brings in his milk

The National Dairy Show

Held At 42d and Halstead Sts., CHICAGO
October 22d to October 31st, 1914

Presents modern methods for highest efficiency in dairying; shows difference in cows; breeding and feeding for best results, and has on view 1500 cows of the best dairy breeds, and forty acres of machinery of every kind and character used in every branch of dairying.

A visit will do you and your trade a world of good. Work up a crowd of your own people to take a trip to this show.
The success of the dairy farmer spells your success.

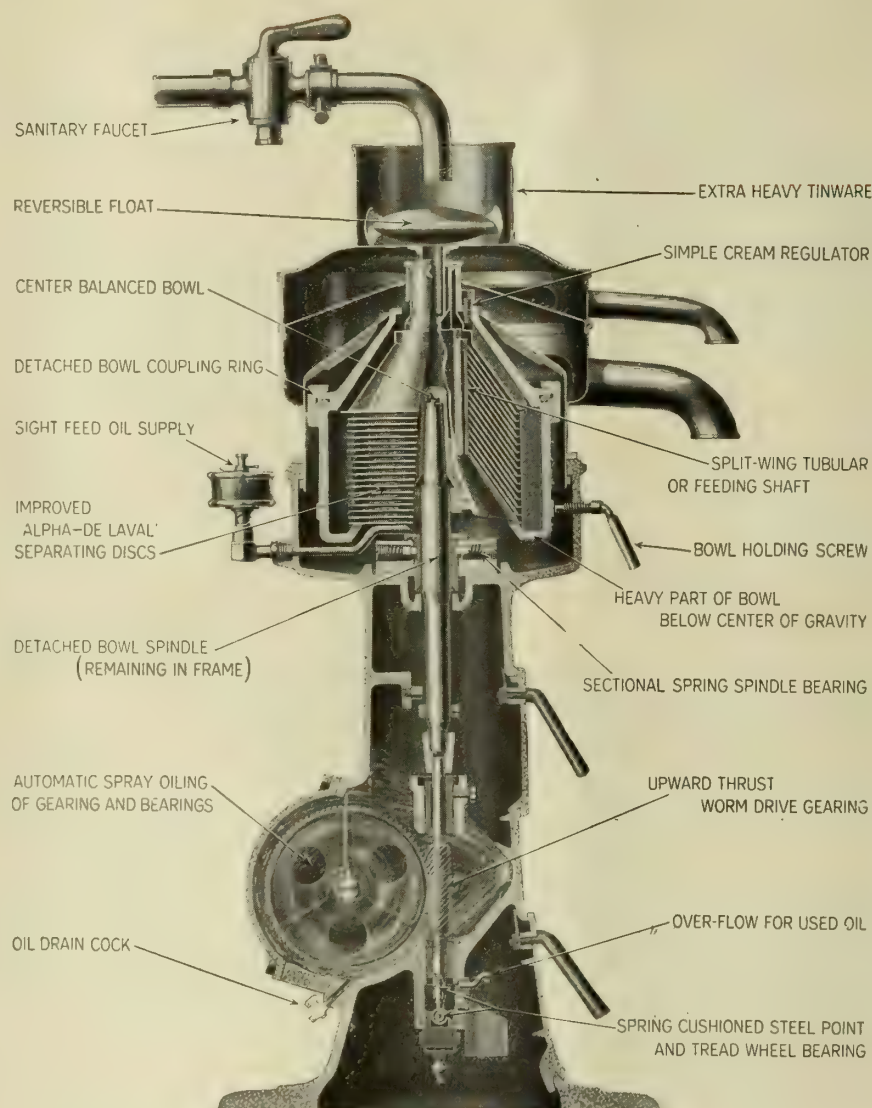
Write us, and we will give you lots of useful information about the cost of travel and expense while in Chicago.

Several creameries have already chartered trains for excursions.

Published by FRED L. KIMBALL CO., Waterloo, Iowa

Important Features of the New and Improved Types of De Laval Cream Separators

Power or Factory Sizes, Capacities 4,000 and 6,000 Lbs.



This illustration shows the belt-power style

The sectional view shows the "ALPHA" disc split-wing tubular feeding shaft bowl with detached spindle remaining in frame, automatically spray-oiled worm-drive and other new features.

Advance Catalog on request

The De Laval Separator Company

NEW YORK

SAN FRANCISCO

CHICAGO

SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 15

WATERLOO, IOWA, SEPTEMBER 1, 1914

One Dollar a Year

The Creamery and Local Thrift

By F. H. ARNSBURGER

It seems only yesterday that devotees of the old-fashioned churn dash smiled in tolerance upon the "separator." And there is hardly any wonder that they smiled, for who would have been convinced, without much investigation, that an insignificant arrangement of a few metal parts could readjust the buttermaking industry of the United States?

Churning was the arduous task of the housewife by inviolable ethics since that day in the remote past when cream was turned into butter during a long journey in a goat skin slung across a camel's back, on the Arabian desert. No wonder the question: Who is this prophet who comes to foretell the rescinding of an imperishable injunction?

But such is the way of progress.

To be technical, the modern creamery is the result of the discovery of the Babcock test for butter-fat. This simple utilization of the long-known power of centrifugal force, together with a few chemicals, has made geni of the men who have mastered its uncomplicated secrets. They have made better butter than the world ever tasted before.

And didn't some wise man once say something to the effect that "if a man makes something better than his neighbor, even though he live in the wilderness"—and, ah yes, he also said something about a beaten path to his door. Well, one would think he was speaking of the creamery business.

The modern creamery is the farmers' one ever open source of ready money; it is the foundation of standards of quality, the finder of markets—the guarantee the public has learned to look for.

In the years when the crops failed owing to not enough moisture, or too much of it, a few cows have proven the salvation of many luckless farmers by way of the creamery.

In years of plenty the same creamery served in just as important a capacity, only often in a greater degree. The public has come to realize the creamery is the one efficient medium between the producer and itself. It has come to realize that all it needs to know is the name of a reputable brand of butter, for the makers of that brand have staked the success or failure of their enterprise on the quality of that commodity. The concern whose name appears upon the label knows that its business life depends upon the purity of the product within that wrapper. Therefore they employ the best known methods governing supply of raw material and putting perfect wares into the homes of the consumers.

And the farmer has come to know that while he is busy with his cares at home

IOWA STATE FAIR WINNERS.

First, whole-milk class—Thos. E. Sadler, Oelwein.

Second, whole-milk class—Carl Hovland, Lake Mills.

First, gathered-cream class—F. C. Hinzle, Hanlontown.

Second, gathered-cream class—L. S. Edwards, Algona.

representatives of the creamery that buy his product are combing the country for miles around, and consequently know who wants butter and who doesn't. Finding a market is enough for anyone to do, and is indeed as noble a work in this day and age as supplying a market.

Creamery owners, of course, have a knowledge of what the public demands long before the farmers do—and this is by no means confined to quantity, for quality has long since become the watchword of countless numbers of people who like butter. It has become the business of the creamery man to dispense his information to all those producers of cream who are willing to hear; and it is well that those who are not willing to hear sooner or later have to hear anyway.

It was once a common belief that after the Babcock test was in general use, and every community was complemented with a creamery, the amount of butter produced would be so great that the market would be glutted ten months in the year. The result, however, has been much to the contrary of this supposition. And this has resulted undoubtedly to a great degree for the reason that the quality of butter produced by most of the creameries—quality the same in January practically as in June—has caused an increase in the consumption of butter per capita to a tremendous extent.

Visit the great Minnesota State Fair to be held at the Twin Cities September 7th to 12th. Dairy Hall will be full of interesting things for creamerymen. Don't miss it!

The answer was simply that people liked good butter and they would buy good butter. As the creameries made good butter every day in the year, the people bought it every day in the year.

Again, it was the creameries that alleviated the grievances arising from the fact that the amount of cream produced was not the same during one week or month as during another like period of time. The concerns who handled enormous quantities of the commodity could therefore afford to expend the large amounts of money necessary to install modern refrigeration and cold storage systems. These have indeed proven of inestimable value to both consumer and producer. Modern refrigeration methods solved the one stumbling block left after the discovery of the Babcock test and the separator—equal distribution.

However, there is one other way in which the creamery benefits the farmer, and that is in the fact that it takes the butter-fat or cream and leaves him the skim-milk. This sounds facetious, to be sure. It is an old saying, "Taking the cream and leaving the skim-milk." But when that skim-milk is "turned into" fat porkers and other live stock, the presence of which on any farm is well worth their keep, let alone the revenue they bring in when marketed, there is a different interpretation to the phrase about taking the cream and leaving the skim-milk.

The contrast here is just what is desired. For, although these four-footed assets to the farm bring a handsome revenue when sold, it is the sales of cream during the interim of their development that keeps the exchequer of the farmer from being entirely depleted. And when the recapitulation of operations is made it is found that not only is the revenue from the sale of the stock profit, but there is still some left over from the sales of cream, even after all expenses have been paid.

Arrangements have been completed by the Crookston, Minn., commercial organization for the December convention of the Red River Valley Dairymen's Association. The association is one of the strongest organizations in that section of the country. To its good work is due to a large extent bettered dairying conditions and improvement in dairy and creamery products. Some of the best authorities on dairying, butter and cheese making, etc., will lecture at the coming session.

D. L. Mitchell has purchased the Banner creamery at Pearl City, Ill., and will remodel at once.

A Word About One's Duty to One's Neighbor

"I am not my brother's keeper," was never uttered by any man engaged in a business which required that he depend on others for raw material, because such a man must, as an intelligent man, have grave regard for his brother's welfare. Food products particularly make of this a sensitive proposition for the fundamental reason that when a food product is required to sell at a price the public cannot pay, it must perforce turn its attention to other articles of diet. It seems, therefore, logical that the manufacturer, dealer or distributor of a dairy product, or, for that matter, all men related by direct or collateral agency of any kind whatever to the manufacture or sale of a milk product, have a strong community of interest in the producer, and he in them. This condition should prevail at least where proper understanding exists. It is a vital necessity that the producer be kept fully informed on the most important subjects of breeding and feeding, that he may operate his establishment in the most efficient manner to obtain the maximum of result for the minimum of cost. If he can be made to see that the only route to profit lies in his knowledge of what his cattle can be made to yield for the feed given them, he will become a contented patron.

CORN HARVESTER with binder attachment, cuts and throws in piles on harvester or winrows. Man and horse cut and shock equal to a corn binder. Sold in every state. Price only \$20.00 with fodder binder. J. D. Borne, Haswell, Colo., writes: "Your corn harvester is all you claim for it; cut, tied and shocked 65 acres milo, cane and corn last year." Testimonials and catalog free, showing pictures of harvester. Address PROCESS MANUFACTURING CO., Salina, Kansas

H. S. PENNYPACKER
A Splendid Jobbing Outlet for
BUTTER OF ALL GRADES
References: Commercial Agencies; The Creamery Journal.
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P. F. BROWN & CO.
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The Philadelphia Butter House
Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us
W. D. COLLYER & CO.
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BUTTER AND EGGS
Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.
Main Offices: 203 W. South Water St., CHICAGO
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A.J.M. Murdoch & Co.
BUTTER
WANTED: ALL GRADES
39 So. Water St., PHILADELPHIA
Liberal Advances and Square Deal

The slothful man knows nothing about what it costs to produce his raw material; therefore cannot be benefited by the price he receives. Whether it be 10c or \$10, the result at the end of the year would be the same. This sort of chap is a menace to trade conditions. If every man is brought to see that he must make the very best possible market for his farm products through the medium of live stock, which can only be accomplished by his having stock that can be brought to the highest state of productive efficiency, then you will see satisfied, happy producers of use to the trade and money-makers for themselves. The National Dairy Show is developing efficiency in farm work, and you ought to be doing everything you can, Mr. Manufacturer, Dealer or Distributor, to see that your producers are getting the advantages offered. Are you giving your patrons the right kind of advice on this great educational Show? If not, you are failing to use a business builder.

To more closely put into harmonious understanding the relation of each branch of the dairy industry to the other, a Dairy Council was organized at the 1913 National Dairy Show, and will become a very useful feature of this great annual event. The object of this Council is to develop frank, mutual discussion of all difficulties that beset the industry, one branch with another, and to smooth them out. In this Council much good can be brought about for everybody at interest. Frequently it is only the point of view that needs adjustment between contending factions to bring harmony. This show can be made a most potent medium for the manufacturer, dealer or distributor to help improve the industry they derive their business from, and if those having most to gain by a united contented industry are not overlooking their duty to their neighbor, they will urge a utilization of this great show by him, that he may keep posted on the latest in everything connected with dairying, as enlightened selfishness is the most powerful factor in the world's advancement. Personal interest of the manufacturer should strongly urge him to the belief that there is a strong mutual bond of interest in his brother—the Producer.—W. E. Skinner, General Manager National Dairy Show.

To Iowa Buttermakers!

We have no hesitancy in asking you to be with us this year with an exhibit of butter, as we feel that the money and premiums offered are liberal. We will have Mr. Ross with us as judge, and our refrigerator is one of the best. We are rearranging the plan of exhibiting, making it possible to see the exhibit at all times, and we feel that the winning of some of these premiums would be of considerable value, coming from a show of the magnitude of this one.

Be sure and have your butter in Waverly by noon Saturday, September 5. Entry fee, \$2. Two hundred dollar pro rata fund, based on 100 entries.

Butter made in creamery where no milk is separated. First prize: \$10 silver tea set, by the association; Premoette No. 1 camera, donated by J. B. Ford Co., Wyandotte, Mich.; one butter trier and case, donated by J. G. Cherry Co., Cedar Rapids, Iowa.

Second prize: \$7.50 silver loving cup, by the association; three pairs of buttermakers' protective gloves, donated by Creamery Package Mfg. Co., Waterloo, Iowa.

Butter made in creamery where milk is separated. First prize: \$10 silver tea set,

by the association; gentleman's umbrella, donated by J. B. Ford Co., Wyandotte, Mich.; one pair \$4.50 aluminum soled buttermakers' shoes, donated by the Creamery Package Mfg. Co., Waterloo, Iowa.

Second prize: \$7.50 loving cup, by the association; three pairs of buttermakers' protective gloves, donated by the Creamery Package Mfg. Co., Waterloo, Iowa.—J. Q. Lauer, Secretary Waverly Fair.

Another Missouri Organization.

How to make Missouri's dairy products worth \$25,000,000 instead of \$20,000,000 a year, is the problem creamerymen attacked at Kansas City, August 20th. Cream grading is the solution they present. The necessity for creameries grading cream they buy was pointed out by Eugene G. Bennett, state dairy commissioner, who called attention to two menacing features to present conditions. "Aside from the profits that come to both producer and manufacturer from the proper grading of cream, there are two elements that demand we be more careful," Mr. Bennett warned. "One is the great increase in the use of substitutes for butter. There is only one way to meet this, and that is to produce better butter. To do this we must have better cream, and if we grade it and pay more for first class cream we will get it. The other menace is from the foreign field. If Missouri will produce an extra quality of butter it will not have to compete with this foreign product."

The creamerymen will form a permanent organization to be known as the Northern Missouri Creamerymen's Association. Already such an organization has been formed in the southern part of the state, known as the Southern Missouri Creamerymen's Association.

Owing to the damage to pastures in the southern part of Iowa, the state dairy and food department has temporarily abandoned the propaganda for extension of the co-operative creameries in that part of the state. Meetings had been planned to arouse interest in dairying and to encourage the support of local creameries. But with the pastures burned up and a shortage of fodder it is deemed probable that the farmers would not take the interest in the subject that would warrant the meetings now. But the business has started well in southern Iowa and it is believed that in time that part of the state will become a dairy and buttermaking territory.

State Dairy Commissioner Bennett, of Jasper county, Missouri, addressed a large crowd of Linn county agriculturists a few days ago. He discussed the new co-operative creamery plan recently inaugurated at Brookfield. The speaker accentuated the fact that Wisconsin has about 1,000 creameries, most of them co-operative, to only four in Missouri. "Missouri," he said, "is one of the best dairy states in the Union, but it has not advanced in this respect as rapidly as other states because of the disadvantages of the poor soil. During the past six months about \$200,000 worth of dairy cattle have been brought into Missouri and there are now in Jasper county alone 12,000 Jersey cows."

The creamery at Kimball, Minn., has closed for lack of patronage. The creamery is owned by a stock company of farmers.

The Wolverine Creamery Products Company of Detroit, Mich., is a new incorporation. The capital stock is \$30,000.

Yes—Better and Safer Cleaning, BUT THAT IS NOT ALL



has proved a boon to buttermakers and cheesemakers aside from the fact that it has put factory and dairy cleaning on a sanitary and protective basis. It has also simplified the buying of this necessary factory supply. It has relieved all question as to how to obtain economy in factory cleaning. It has made the purchasing of cleaning material easy, also a pleasure.

Factorymen who have thoroughly tried Wyandotte Dairyman's Cleaner and Cleanser know that it is reliable in quality, that it is uniform, and that every dollar invested is buying the maximum in factory cleaning service and efficiency. This feeling of satisfaction and confidence in Wyandotte Dairyman's Cleaner and Cleanser grows stronger the longer it is used, and so it is not surprising that today four out of five factorymen are doing what is the most pleasurable, sensible and economical thing to do, using Wyandotte Dairyman's Cleaner and Cleanser.

Indian in Circle



In Every Package

Wyandotte Dairyman's Cleaner and Cleanser is sold by reliable dairy supply houses in all the principal cities of United States and Canada.

Order from your regular supply man.

The J. B. Ford Company SOLE MNFRS. **Wyandotte, Mich.**

This Cleaner has been awarded the highest prize wherever exhibited.

The August Wisconsin Scoring

CARL JORGESON, ROSE LAWN, HIGHEST—SCORE 96.5

August Butter Injured by Hot Weather.

The August butter just scored at Madison indicated that in a number of cases the cream had been overheated or kept at too high a temperature before it was delivered to the factory. In a number of cases the butter had also been overheated in transit.

Even under what might be considered unfavorable weather for the making of high grade butter a number of men entered tubs of excellent quality. According to the method blanks and previous records made by several of the exhibitors, only one tub did not receive the score that was expected.

As a rule, when a factory operator has a record of 94.5 or higher as an average for 12 or more exhibits and the score falls below an "extra," something was "out of tune."

The Maker Must Know Good Butter.

"Where most of us buttermakers fail in judging our own make of butter" is a statement made by one exhibitor this month. He further stated: "If we could without fail always distinguish the different grades of butter when it is placed before us, it would be a great step towards perfection. If the distance to Madison was not so great I, for one, would be present when the exhibition butter is judged. I always keep a sample of my butter at the factory for a comparison score when I receive the score sheets from Madison."

These statements quoted from a letter written by one of the men who always enters a high quality butter should be noted by every factory operator.

It might be added, if one-tenth of the consumers could distinguish good butter from the lower grades and refuse to buy nothing but the best, it would be another step in advance.

Good butter can and will be made when there is no profitable market for a low quality product.

A letter was written to a factory operator who receives some cream delivered only once per week as to whether or not this grade of butter could be sold at a satisfactory price. His butter for the months of May, June and July received an average score of 89.1. On August 10th this butter-maker wrote: "In reply to your letter regarding the price received for our butter, I must say that all of our butter grades an Extra and brings top quotations. We ship once a week to a firm in ——. The owner of this factory has received complimentary

remarks with reference to our make of butter. Mr. — did not like the Madison score; he thought it too low considering the high price of butter on the market. Our neighboring factory whose output is made from whole-milk and shipped to the same firm sells at a lower price."

Why does the butter made from cream, some of one week old and tainted when delivered, give better satisfaction? The higher price is paid for the tainted high acid product partly because the commission firm has an outlet to a trade that has been educated to that grade of butter and possibly because of a higher grade of workmanship in the putting up of the butter.

The score placed on the butter at an educational exhibition is not going to induce the creamery company to improve the product when they can collect the cream only twice or even once a week, and the butter brings the highest market quotations.

During the past few years the writer has found this to be true. When the market score is higher than the Madison score the creamery company writes a letter of complaint to Madison, but if the opposite is true the commission firm receives the complaint.

A Story of One Exhibit.

It is always interesting to the judges to study the different lots of butter and it is a loss to the creamery operators that they can not have the same opportunity.

In the large exhibit this month there was a 60-pound tub that had every indication of containing leaky butter. The outside of the lower one-fourth of the tub was very moist. The butter had settled about three-eighths of an inch from the top. When the butter was placed on the scale it weighed 61¼ pounds. The tub refilled with freshly-made butter held 62¼ pounds. A trier inserted into the leaky butter would bring out a great deal of free brine. This butter can not be handled by the commission trade or the consumer without a great deal of loss due to shrinkage.

This exhibit contained 18 per cent of water and 2.9 per cent of salt when it reached Madison, a total of 12.8 pounds of brine. In cutting the butter into cubes of about three pounds each and applying pressure, 3.8 pounds, nearly 30 per cent, of the brine was removed.

Why Is This Kind of Butter Made?

Nothing is known as to the history of this tub of butter because the exhibitor did not

fill out the method blank. It was made in a factory receiving a good grade of raw material. The maker is well trained and thoroughly understands how to make butter that is perfect in workmanship. In 1910 five exhibits from this factory contained an average of 11.8 per cent of water. In changing the method of making the butter the percentage of water in these exhibits for the next three years was increased 3 per cent, while the exhibits entered for the months of May, June and July of this year contained 16.6, 16.2 and 15 per cent respectively.

It is not safe to place this high water butter on the market, nor is it ever economical to make butter that is leaky. The cause for this butter being leaky was not due to the high per cent of water, but due to the condition of the butter when it was worked. The average score of this month was 92.34. Average per cent of water 14.01 and average per cent salt, 2.43.

Defects in color were found this month because some of the exhibits were overheated in transit, thus making the difference in the color of the dark and light portions of the butter more distinct. In a few lots the color would have been improved by a trifle more working and in others less. Very often the wavy color is produced by excessive working, rather than underworking.

Do not forget the state fair. It is the place for the next scoring.

The judges this month were H. C. Larson, Prof. G. H. Benkendorf and the writer.

The following is a list of buttermakers



It is important not only to manufacture a superior product but also to present it upon the market in attractive form. Above is the picture of a tub of butter entered in the Wisconsin Butter Scoring Contest for August which the judges regarded as unusually well made and attractively packed. Such butter should command the highest prices on the markets. The August exhibit was scored by H. C. Larson, of the Wisconsin Dairy and Food Commission, and Profs. C. E. Lee and G. H. Benkendorf, of the Wisconsin Dairy School.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

W. O. SAXTON & CO.

Butter and Eggs

174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

A Grain of Salt in Your Butter Will Do One of Three Things

- 1st. It will combine with other salt grains and form little disagreeable lumps.
- 2d. It will run out the drain as waste, or
- 3d. If it is a "flaked" grain it will dissolve at once and become incorporated with the butter.

Salt like Diamond Crystal does the work for which it is intended. Unlike the little cubical lumps of salt which coagulate or pass out through the drain, Diamond Crystal Salt gives full value in salt flavor. Each grain is a tiny flake. The flake divides and a uniform salt is distributed throughout the mass of butter.

A postal card will bring our booklet "Better Butter Salt and Bigger Profits." Send for it today.

DIAMOND CRYSTAL SALT CO. ST. CLAIR, MICH.

REPRESENTATIVES:

Wm. S. Rasmussen
703 Newton St.
Albert Lea, Minn.

J. C. Guthrie
Box 513
Waterloo, Iowa.

E. S. Meyer
512 Cedar St.
Burlington, Iowa.

receiving a score of 90 or over and wishing to have their names published:

C. P. Andreason, Ladysmith.....	90.83	14.7	3.3
R. S. Anderson, Northland.....	91.50	15.2	1.8
Chester Bishop, Watertown.....	91.66	13.1	2.4
J. Beadle, Millville.....	91.66	13.1	1.8
L. Bolstead, Basco.....	95.66	13.8	1.4
Wm. Carl, Bagley.....	91.66	13.5	2.1
Michael Thinnies, Cross Plains.....	91.16	13.7	1.6
R. C. Cleaves, Iola.....	92.83	14.4	3.3
O. Christerson, Nelsonville.....	92.5	13.7	2.7
C. Christenson, Amherst Jct.....	92.83	13.3	1.6
W. F. Conway, Troy Center.....	94.5	12.3	2.6
Chr. Christenson, Rose Lawn.....	94.66	14.2	1.0
M. C. Christopherson, New Franklin.....	93.25	15.3	2.3
Val Dressler, Louisburg.....	91.00	14.1	3.1
A. R. Darling, Columbia.....	91.50	13.9	3.4
W. J. Dehn, La Valle.....	92.83	14.6	2.8
Sam J. Edge, Patch Grove.....	92.66	14.4	1.6
Rudolph Elise, Hellenville.....	95.33	13.3	1.8
C. Fostvadt, Oregon.....	91.00	12.6	2.1
Grove Bros., Columbus.....	91.33	12.4	2.3
Joel Gilbertson, Westby.....	92.16	14.9	2.4
W. Gerholz, Mt. Horeb.....	95.16	14.7	2.2
H. E. Griffin, Mt. Horeb.....	95.5	14.6	2.4
R. A. Garlick, Neshkora.....	90.66	14.7	2.2
Ole C. Hansen, Hazel Green.....	91.66	15.5	1.6
H. Heiney, Whitewater.....	94.33	12.6	1.7
H. C. Jockinson, Bark River, Mich.....	90.66	14.8	2.7
H. A. Johnson, Westby.....	93.	16.	2.7
Carl Jorgeson, Rose Lawn.....	96.5	13.9	2.3
P. Kristenson, Cushing.....	92.83	13.1	1.7
Max Klaff, West Salem.....	91.	13.	3.
Paul Kottke, Cedarburg.....	94.	14.7	1.7
H. A. Louis, London.....	93.16	14.4	1.8
Olaf Larson, Fennimore.....	91.16	13.3	2.7
Earl Longteau, Green Bay.....	94.33	15.	2.9
Axel Larson, Durand.....	94.	13.2	1.3
Theo. Lenartz, Frederick.....	91.50	12.6	1.2
F. J. Matthews, Brill.....	93.33	13.4	2.8
A. C. Marks, Shennington.....	90.5	14.5	2.5
North Andover Dairy Co., No. Andover.....	90.33	13.5	1.
Frank Meisner, Fennimore.....	90.5	14.4	2.9
H. D. Nichols, Elkhorn.....	95.83	13.2	1.6
A. W. Newman, Black Earth.....	92.	13.5	2.8
Frank O'Hearn, Melrose.....	92.	14.5	4.6
Arthur Oestreich, Rosendale.....	91.33	13.3	1.7
O. F. Peterson, Larson.....	92.5	13.6	1.9
P. E. Peterson, Hersey.....	91.33	13.4	2.5
Louis Peterson, Ponderd.....	93.50	13.7	2.
F. S. Root, Rudolph.....	91.50	13.7	1.7
J. W. Ringger, Durand, R. 4.....	91.66	13.	1.
J. Saurer, Clinton.....	93	14.8	3.5
W. J. Schilling, Mellen.....	90.5	13.1	2.1

Theo. Somers, Thorp.....	91.16	13.8	4.1
John Schields, Fall Creek.....	91.66	14.6	4.5
John Schiller, Peebles, R. 37.....	95.33	12.7	2.5
Ernest Priebe, Priceton.....	93.50	13.7	2.
J. J. Thul, Amery, R. 4.....	92.83	14.9	4.4
E. F. Wallace, Alma Center.....	95.33	15.5	1.4
H. H. Whiting, Johnson Creek.....	95.33	13.8	1.7
F. M. Wermer, Waterloo.....	94.66	13.	1.6
Mr. Wolfram, Whitewater, R. 3.....	92.83	13.3	2.3
Ernest Walline, Potosi.....	90.83	14.7	2.9
Elmer Zimmen, Merrill, R. 1, Box 77.....	92.16	14.6	1.8

—C. E. Lee.

Robert McAdam Dead.

The friends of Robert McAdam will be grieved to learn of his death, which occurred at his home in Rome, N. Y., July 30, 1914. Mr. McAdam enjoyed a wide acquaintance throughout the country and especially in New York where he was a practical creameryman and where he was connected with the New York State Department of Agriculture as creamery instructor for several years. Since 1905, he has been employed in the Dairy Division, Bureau of Animal Industry, U. S. Department of Agriculture, during the last few years being in charge of renovated butter inspection and having general supervision of the manufacture of butter for the navy. Mr. McAdam has been in ill health for about three years and since June, 1913, has been unable to attend to his official duties. While his illness had been protracted his death came unexpectedly.

Wisconsin Buttermakers, Attention!

The impression may prevail in the minds of some buttermakers that there is not going to be any state fair this year because they had a small fire there. While it is true that some of the buildings burned, it must be remembered that the dairy building, being of concrete construction

with a slate roof, did not suffer any damage.

I have been informed that all the space in this new building has been assigned and that there is going to be a very good display by the supply men, etc.

It must also be remembered that the very large "war" fund was safely deposited at the time of the fire in the strong vaults at Madison, and therefore was not affected by the fire.

It is well known that Wisconsin makes more butter than any other state in the Union and therefore the buttermakers of the state ought to rally together and get up a large exhibit. This butter is to reach the State Fair Park not later than September 8th. We therefore urge you to get at once entry blanks which can be obtained by writing either to J. C. MacKenzie, secretary State Board of Agriculture, Madison, or H. C. Larson, Superintendent, Madison, Wis.

New York Educational Scoring.

The August scoring was held on the 21st. The following is the list of persons who won 90 or above, also the score each received:

Glenn Harter, Skaneateles.....	91.75
Mrs. W. A. Whitney, Cassadaga.....	92.
R. R. Steacy, Ithaca.....	92.5
I. A. Cook, Ithaca.....	91.5

—Department of Dairy Industry, Cornell University, Ithaca, N. Y.

Secretary Leonard Housheer, of Halstad, Minn., has announced the next convention of the Red River Valley Dairymen's Association to be held at Crookston, Minn., on December 9th and 10th.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

From the U. S. Year Book, 1913.

TABLE 142.—Receipts of butter at seven leading markets in the United States, 1891-1913.

[From Board of Trade, Chamber of Commerce, and Merchants' Exchange Reports.]

[000 omitted.]

Year.	Boston.	Chicago.	Milwaukee.	St. Louis.	San Francisco.	Total 5 cities	Cincinnati.	New York.
Averages:	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.	Packages.	Packages.
1891-1895.....	40,955	145,225	3,996	13,944	15,240	219,360	88	1,741
1896-1900.....	50,790	232,289	5,096	14,582	14,476	317,234	157	2,010
1901-1905.....	57,716	245,203	7,164	14,685	15,026	339,793	177	2,122
1906-1910.....	66,612	286,518	8,001	17,903	13,581	392,615	169	2,207
1901.....	57,500	253,809	5,590	13,477	14,972	345,348	238	2,040
1902.....	54,574	219,233	7,290	14,573	14,801	310,471	223	1,933
1903.....	54,347	232,032	6,857	14,080	13,570	320,886	121	2,113
1904.....	55,435	249,024	7,993	15,727	14,336	342,515	147	2,170
1905.....	66,725	271,915	8,091	15,566	17,450	379,747	155	2,355
1906.....	65,152	248,648	8,209	13,198	9,282	344,489	205	2,242
1907.....	63,589	263,715	8,219	13,453	16,725	365,701	187	2,113
1908.....	69,843	316,695	8,798	18,614	13,528	427,478	166	2,175
1909.....	65,054	284,547	7,458	21,086	14,449	392,594	150	2,250
1910.....	69,421	318,986	7,319	23,163	13,922	432,811	135	2,257
1911.....	63,874	334,922	8,632	24,839	17,606	449,883	162	2,405
1912.....	72,109	286,213	7,007	20,521	28,172	414,022	109	2,436
1913.....	70,737	277,651	9,068	24,726	23,122	405,304	103	2,517
1913.								
January.....	2,314	12,913	592	1,873	1,726	19,418	9	159
February.....	2,871	13,180	520	2,009	1,454	20,034	5	162
March.....	3,363	15,915	669	1,996	1,964	23,907	11	171
April.....	4,434	18,505	753	2,015	2,711	28,418	7	203
May.....	7,694	26,185	1,014	2,184	2,703	39,780	8	226
June.....	12,939	46,070	1,101	2,501	2,106	64,717	10	330
July.....	12,323	39,030	862	2,595	1,711	56,521	11	323
August.....	8,333	30,426	869	1,852	2,594	44,074	9	233
September.....	6,097	24,915	801	1,861	1,479	35,153	6	206
October.....	4,242	22,699	747	1,914	1,538	31,140	8	202
November.....	2,876	15,343	506	1,791	1,433	21,949	9	151
December.....	3,251	12,470	634	2,135	1,703	20,193	10	151

TABLE 140.—International trade in butter, calendar years, 1910-1912

[Butter includes all butter made from milk, melted and renovated butter, but does not include margarine cocoa butter, or ghee. See "General note," p. 375.]

EXPORTS.

[000 omitted.]

Country.	1910	1911	1912	Country.	1910	1911	1912
	Pounds.	Pounds.	Pounds.		Pounds.	Pounds.	Pounds.
Argentina.....	6,342	3,077	8,106	Netherlands.....	72,456	66,513	86,307
Australia.....	87,895	102,238	67,183	New Zealand.....	39,932	33,867	33,867
Austria-Hungary.....	4,379	4,513	3,853	Norway.....	2,739	3,679	3,475
Belgium.....	3,509	3,345	2,625	Russia.....	124,366	168,704	159,763
Canada.....	3,674	9,712	884	Sweden.....	47,950	48,889	148,889
Denmark.....	195,052	197,482	187,755	United States.....	3,104	6,375	5,105
Finland.....	24,471	27,230	127,230	Other countries.....	3,856	7,002	24,126
France.....	48,428	28,221	37,572	Total.....	676,847	719,549	686,065
Germany.....	399	555	482				
Italy.....	8,295	8,147	8,843				

IMPORTS.

Belgium.....	12,496	15,161	15,225	Netherlands.....	4,492	6,039	4,636
Brazil.....	4,945	4,321	4,208	Russia.....	1,975	1,808	1,156
British South Africa.....	3,645	4,156	4,946	Sweden.....	205	343	1,343
Denmark.....	6,241	6,027	5,966	Switzerland.....	11,063	12,098	11,930
Dutch East Indies.....	3,889	4,279	14,279	United Kingdom.....	476,806	466,720	435,247
Egypt.....	2,936	2,181	2,200	Other countries.....	21,778	102,176	100,858
Finland.....	1,416	1,315	1,315	Total.....	655,368	770,182	728,960
France.....	10,665	19,939	14,179				
Germany.....	92,816	123,619	122,472				

¹ Year preceding.

² Preliminary.

TABLE 141.—Average price received by farmers on the first of each month of 1913—Con.

BUTTER

Divisions.	Jan.	Feb.	Mar.	Apr.	May.	June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.
United States.....	28.4	27.6	27.5	27.6	27.0	25.5	24.7	24.9	25.9	27.5	28.2	29.2
North Atlantic.....	33.5	33.1	33.2	33.7	33.3	30.6	28.9	29.7	30.8	32.7	34.2	34.9
South Atlantic.....	25.8	25.2	25.7	26.8	25.5	24.2	24.2	23.7	24.8	26.2	26.5	27.4
N. C. E. Miss. R.....	29.0	27.8	27.9	27.5	26.7	25.2	24.5	24.5	25.3	27.3	27.6	29.1
N. C. W. Miss. R.....	27.1	25.8	25.8	25.9	25.5	24.5	23.6	23.4	24.9	26.1	27.0	27.8
South Central.....	23.3	22.6	22.3	22.0	22.1	21.3	20.8	21.4	22.0	22.6	23.6	24.1
Far Western.....	34.0	34.4	33.4	33.0	30.8	29.2	29.1	30.0	31.5	33.8	34.1	35.6

COMPLETE SATISFACTION

when using

Chr. Hansen's Danish Butter Color

THE COLOR OF QUALITY

In Creamery Buttermaking the Butter Color with the Golden June Shade

Winning Grand Sweepstakes in

Wisconsin	Minnesota	Illinois	Michigan	Iowa	So. Dakota
No. Dakota	New York	Missouri	Nebraska	Montana	Indiana
	Oregon	Kansas	California	Ohio	

Your dealer has Chr. Hansen's Butter Color in stock. *Order now.*

CHR. HANSEN'S LABORATORY

Milwaukee, Wis.

Little Falls, N. Y.

Visit to National Dairy Show Worth While

For the past eight years the National Dairy Show has been growing and developing and each year attracting a greater number of exhibitors of cattle of all dairy breeds and of dairy farm and dairy manufacturing equipment. Each succeeding year the management, profiting by the experience of former years, has made the show a better one and there is every evidence that the ninth annual show to be held October 22d to 31st inclusive, in the amphitheater at Chicago, will be the best of its kind ever held. Every dairyman and dairy manufacturer and his family, after the busy summer's work and during the beautiful October days, is entitled to and deserving of a few days' outing and excursion and cannot afford to miss a visit to the National Dairy Show. The visit will be ideal and truly worth while because of the many interesting and educational features connected with each day's program, all of which bear a close relationship to the dairy industry.

Approximately 1,500 cattle of the leading dairy breeds will be on exhibition, representing the very best types that the art of breeding and feeding is capable of developing. Exhibitions of various feeding stuffs and demonstrations of feeding dairy cows will be arranged for inspection and study. Practical experts on feeding and breeding will give addresses on these topics daily and many practical ideas on the subject of feeding and care of dairy cattle will be presented. Forty thousand square feet of floor space will be occupied with modern dairy machinery and equipment of interest to the dairy farmer in

building and equipping his barns and stables and to creamerymen and manufacturers of dairy products in conducting their business. Machinery of all kinds and of interest to consumers as well as producers, will be in operation in many instances, to show the processes of manufacturing different dairy products.

To realize the most out of a trip to this show, one should decide to go at once and commence planning how to spend two or more days most enjoyably, for there is great inspiration and enjoyment in anticipating a visit of this kind as well as in the participation of it. Work that must be done in the meantime will hustle out of the way faster; money to spend on the trip will be laid aside, and plans perfected to make the time spent most profitable. Every dairyman will find it worth while to study his herd and equipment with the idea of making comparisons with what he will see at the show in the way of cattle and modern improved methods of housing, feeding and caring for his herd.

One should go in the spirit of gaining information and with the idea of getting answers to many questions that he may have had in mind, and there will be no disappointment for one will come in contact with dairymen who have been most successful in the art of breeding, feeding and managing their herds, and with manufacturers who have succeeded best in their lines of work. Conversation as well as lectures and demonstrations, will naturally be along the lines of better dairying and dairy cattle improvement and one cannot return from such a show without an inspiration and many valuable ideas that will be helpful in making their work more profitable and enjoyable. A plan has been inaugurated in Wisconsin to have people of

a given community go in parties escorted by some person familiar with the show and other places of interest as well as with opportunities for securing accommodations while in attendance at the show. Parties going together from the same community will find many things in common to enjoy not only at the time of the show, but later, in recalling all they had opportunity to see.—Prof. C. G. Humphrey, Wisconsin.

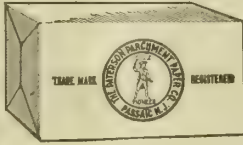
Trade From War Causes.

The management of the National Dairy Show, encouraged by the business that some of the exhibitors did with Chile during the 1913 show, has been in correspondence with the state department at Washington with a view to having the American consular service in the Latin republics give some publicity to the fact that at this show there is assembled every kind and character of machine, device or equipment used in the dairy, creamery, cheese factory, ice cream factory, condensory and milk plant of any kind, dairy barn and dairy farm, and that it is the one place in all the world to see dairying in all of its details in comprehensive exhibit. There is every reason to believe the American manufacturer of "The Dairy Line" has a chance at the trade of these countries, particularly now, while all other sources of supply are more or less out of trade at the present moment. The exhibitors are to have a meeting in Chicago this week to aid the dairy show in its effort to corral some of this trade. The advices that the dairy show people have are that there is a good market for dairy machinery, barn equipment and condensed milk in the south, and we want the business. Let us all pull together for the trade and we can get it.

Butter that looks best pays best

No matter how good your butter is to start with, it won't bring the top price unless it looks right. Wrap it in

Paterson Pioneer Parchment Paper



and it will reach the consumers fresh and clean—they are willing to pay more

for its good looks. No other parchment paper equals Paterson Pioneer.

Write for free book, "Better Butter."

THE PATERSON PARCHMENT PAPER CO.
42 Eighth St., Passaic, N. J.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irrving National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irving National Bank, N. Y.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

California Educational Contest

Departing somewhat from the usual custom, the third entry of the 1914 California Educational Butter Scoring Contest was held in San Francisco instead of at the University Farm, Davis. The butter was sent to one of the wholesale butter houses, and was held under market conditions for three days. The scoring was done by T. J. Harris, official inspector of the San Francisco Wholesale Dairy Produce Exchange, H. J. Douglass and L. M. Davis, of the University Dairy Division. With the exception of those who do not wish their scores published, those entries scoring 90 and above were as follows:

E. V. Allen, Davis	95
J. C. Phillips, Imperial	94½
J. P. Dawson, Holtville	93½
L. Larson, Loleta	93½
Simon Koppes, Montague	93
Peter Peterson, Ferndale	93
P. M. Becker, Grizzly Bluff	92½
W. J. Grinsell, Loleta	92½
V. Baciari, Suisun	92
Will Paulson, Greenvew	92
T. P. Fisk, Hardwick	91½
W. H. Gilbert, Gustine	91
N. Christenson, Tulare	91
G. G. Plunket, Visalia	91
Peter Petersen, Santa Rosa	90
Ed. Hooper, San Francisco	90

Hot Weather and Buttermaking.

The butter as a whole was a very good lot for this season of the year. Much of it came from the interior valleys where hot weather is being experienced and where natural conditions are decidedly unfavorable to good cream production. A study of the method blanks reveals that most of the creameries are receiving their cream daily or every other day, and suggests that the source of any flavor trouble which was present must have been due to the methods of holding the cream rather than to the length of holding. A very common criticism was high flavor, and this was caused in the majority of cases by the fact that the cream was high in acidity when received by the buttermaker.

It occasionally happens that dairymen will take very good care of their cream in the dairy, but that this point will be neglected in transit. Or it may be that the creamery which employs a hauler will have made provision for keeping the cream cool on the wagon, but that this effort will suffer a handicap through neglect on the part of the dairyman. When cream is delivered daily and still is criticised for high acid flavor it is evident that somewhere in the hauling there has been a slip. Just now is the time when dairymen should be paying special attention to the cooling of their cream. A material amount of good may be done by placing the cans of cream in cold water as soon as the separating is done. Cold cream and warm cream should never be mixed. Freshly separated cream should be cooled first before mixing with that from the previous skimming. A very satisfactory type of cooler is the tank cooler which may be made at the dairy with little expense. A barrel may be made to answer the purpose. The cold water entering this type of cooler should enter at the bottom and the overflow should be slightly lower than the upper level of the cream cans. Bulletin 209 of the California Experiment Station contains information relative to such a cooler as well as a discussion of other matters interesting dairymen.

There is never a lot of butter examined but what some is found possessing those old state flavors which are the result of holding cream too long, holding in dirty utensils, or in places where foreign flavors are absorbed. The activity of the butter in-

spector in San Francisco lately shows plainly that poor butter will not pass, and that some one has to pay the penalty for inferior goods. This will finally work back to the man who produces them, so the dairymen can not afford to run the risk which poor cream invariably causes. First, let the dairyman produce a first grade article, then let him insist on its receiving good care in transit. If hauling it himself there should be no trouble, and if the creamery gathers it, let him insist on some form of protection on the cream wagon. Patrons who ship to some creameries have burlap jackets for their cans, and these are dampened to aid in keeping the cream cool.

The State Fair Contest.

California buttermakers should be interested in the big State Fair Contest which will be held in September. The premium lists which are already out show a pro rata prize fund of \$400 for creamery butter, with liberal special prizes. Copies of the premium list may be obtained by writing to the secretary of the State Agricultural Society, Sacramento. Buttermakers who have been taking part in the Educational Scoring Contest will be credited with their state fair score as their regular fourth entry. Every creamery buttermaker in California is urged to get in on this, and help to swell the dairy products exhibit. There is much to gain and nothing to lose.

Outlook Fine for Next N. C.

B. A. Convention

It is very gratifying to note that creamerymen all over the country are grooming themselves already for the next great National Creamery Buttermakers Association meeting at Mason City, Iowa, next spring. They are talking convention everywhere. Those who can possibly arrange will not take their vacation at this time, but will take it next spring at the time of the meeting of the National Creamery Buttermakers Association at Mason City. Since Mason City is taking great interest in making the next meeting a success insofar as they are concerned, the creamerymen feel it their duty to begin now and lay their plans for that event and not only meet Mason City half way but all the way.

Those creamerymen who can not come on account of extreme distances, promise to send a tub of butter, and those who can not do either, promise to send in \$1 as a membership fee in order that they will get in return the full report of the deliberations of the next session.

Judging from the sentiment so far, the next butter exhibit at the coming convention will be the largest ever received. At least, the officers are looking for 1,000 tubs.

Since reorganization of the association is on the program for next spring, the creamerymen also feel that it is their duty to be there and help solve that important subject.

The officers are certainly looking for a large attendance and a good representation from all the dairy states, so that the main problems now confronting the association can be solved in the most satisfactory way, at least the creamerymen owe it to themselves to be at the next convention to well consider those problems that make towards the future working of the association.

The executive committee of the Minnesota State Dairymen's Association will meet at the Dairy Building, State Fair, on Thursday afternoon, September 10th, to decide the time and place of the next annual convention. F. D. Currier, of Nicollet, Minn., is secretary.

Modern Buttermaking and Dairy
Arithmetic (regular price \$1.50)
and The Creamery Journal one
year, both for \$2.00.

"92⁸⁰/₁₀₀" So Reads the Score

(THAT MEANS ²⁰/₁₀₀—ONE FIFTH OF ONE POINT SHORT OF EXTRAS)

One-fifth of even one point loss on "Style" IN SCORING PACKAGE is as bad as one-fifth of one point loss on QUALITY OF THE BUTTER.

A 92.80 score, lacking but one-fifth of one point, and pulling the shipment down into a lower class, means **lower price** also—which is **not** what the Business Managers of the Creameries using Schmidt Bros. tubs consider good marketing methods.

Users of Schmidt Bros. tubs take no chances on a mark off on "Style" by using inferior tubs.

They **insure** themselves against any possible loss on "Style" by always **shipping** their butter in Schmidt Bros. tubs—the best made, most substantial and finest appearing tubs to be obtained anywhere at any price.

They pay a slightly higher price for Schmidt Bros. tubs than other tubs may be bought for, because the difference in **quality** between these and inferior tubs is so much **greater** than the extra price they pay, that they consider that their interests **are best served** in using them.

The creameries using Schmidt Bros. tubs realize that in **shipping** their product in the **best** tubs obtainable their butter will be **delivered** at market in the best and most salable shape, and receive the highest possible **score marks** to which their shipment is entitled—and consequently the **highest price**.

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.



Europe's Most Famous Dairy

By FELIX J. KOCH

Whether the great world-war now waging, Europe over, will bring about the destruction of the most famous little dairy on the continent—if not in the world—or no, it will be interesting to discover. Hostile airships are not over-particular where they drop their bombs, and it is quite within the range of reason that the famous little Royal Dairy out at Versailles may suffer with the rest.

Every visitor to France recalls, of course, the little dairy. The rear of the Petit Trianon, at Versailles—in the midst of sloping lawns that have supplanted the furrowed fields of other times—shaded by ancient maples and lapped by a quiet mill-pool, formed the site of the little group of buildings devoted to this use. The collection of rustic structures is known to the guides as The Hamlet. They consist of a water-mill, billiard house, Queen's house, presbytery (originally the hen house), dairy and Marlborough Tower.

The dairy possesses particular interest among these, since it was here that Marie Antoinette went to dairying: for the sport of the thing. Queen and court ladies dressed as peasant girls; they milked the cows and churned the butter; made cheese and had a good time, in the simple life, quite generally. In the evening, private theatricals were held in the little theater beside the lake, where the court, to the number of 300 odd, was permitted to see its Empress perform, in company with the Count of Artois.

Royalty always has its enemies, of

course, and, innocent as was the fun, somehow rumors were started. The simple peasantry was made to believe that the Queen was about to start a dairy farm so large as to monopolize their meager output and market, and before long rebellion arose, spreading apace and serving to bring the fair young queen, who would play at dairying, to an untimely end.

Somehow, there is always a touch of sadness to the place, as one hears the old,



The Dairy

old story from the lips of one's guides, as you pass down the road leading to the series of low, plaster-coated, old-fashioned farm-houses—in such sharp contrast to the stately palaces beyond. The little buildings manage to enclose a straggling court, with servants' quarters and the like; these rented out today and so closed to the traveler. Through a grating one looks far ahead, to the Petit Trianon, and remarks, at either side of this lane, great orange trees, from which old women gather fallen petals, to extract the essence.

Meanwhile your guide recounts how the chateaux, as the group is called, was built by Louis XIV, though its main interest lies with Marie Antoinette. Here Louis built his Arch-Gabriel, on the site of a greenhouse and aviary, and here he was wont to sup, as was Louis XV in his turn. The latter felt here the first symptoms of the death that was to take him 13 days later, on April 27, 1774, and then we find the place given by Louis XVI to Marie Antoinette. She converted it into an English garden, the better to lead here the country life that brought so many calumnies upon her head.

It was in 1773 that she built the Hamlet itself, and stood accused of ruining France through her caprices in it.

October 5, 1789, the queen left here in haste, at the news of a Paris mob's coming, and the story of the experiment at dairying and the like was brought to its close. In the First Empire, Pauline Borghese, the sister of Napoleon, lived in the place; under Louis Philippe, the Duc d'Orleans occupied it. Within the one building royal magnificence still remains, but the tale of this is quite a different one from that of the unhappy queen who went into farming upon the site.

To the Friends of Dairying.

Having taken over the work of the office of the secretary of the National Dairy Union in the belief that a campaign for the betterment of the dairy industry through the National Dairy Show, should have coupled with it a campaign for the protection of the industry, which seems both logical and constructive, and as the response from all sources from the call to help in the building of a great educational show, has been most generous, we ask for the support of every man, woman and child directly dependent upon any branch of the dairy industry, for a clean, conscientious campaign against anything irregular within or without the industry that could in any way affect its life, integrity or prosperity. We have no reproof for any business honestly conducted, but will wage relentless war upon transgressors of law, who, directly or indirectly bring reflections upon the products of the dairy cow and abuse the confidence of the consumer. We are willing to recognize the rights of others up to the point of where we feel that our rights must be respected, and no further.

The dairy industry is one of the greatest branches of American agriculture, representing in its ramifications, billions of dollars, and with its foundation resting upon the very life blood of the human family, it is entitled to prosper and command respect.

We believe that this industry has not yet reached beyond the period of its swaddling clothes, and that it can be brought to a more stupendous stature by intelligent, honest effort, and that we can make American made dairy products the world's standard of food. All that we ask is that the consumer of dairy products may feel assured that he is protected against substitutes for any dairy product being sold to him for straight goods, and that he may be sure of getting what he is paying for in the market places of our country and upon the tables of our public eating houses.

The state is doing its part in law enforcement; the manufacturer of dairy products must be always alert, and our cattle breeders, undertaking, through intelligent methods of breeding and feeding, to bring the cattle of the country to the highest degree of efficiency, exterminating the scrub, must put us in the front rank of the nations of the world, as a pure food supply country; to have this accomplished is surely worthy

of any man's ambition, but as the chain, however, is no stronger than its weakest link, we must be arrayed in solid front against imposition of any character whatever upon any branch of the industry. With the enormous physical and financial force indissolubly linked together in our industry, rounded up for the common cause, we can achieve much.—W. E. Skinner.

Minnesota Dairying on Increase.

The following figures from the creamery statistics for 1913 compiled by the Minnesota Dairy and Food Commission is available for publication, showing comparison with figures of 1912:

Pounds butter made in 1913.....	122,649,721
Pounds butter made in 1912.....	116,051,878
Increase	6,597,843
Cash paid patrons for butter-fat, 1913	\$31,997,486.07
Cash paid patrons for butter-fat, 1912	29,040,975.32
Increase	\$ 2,956,510.75
Average price paid for butter-fat, 1913	31.33c
Average price paid for butter-fat, 1912	30.22c
Increase	1.11c

A very attractive sign appeared in a drug store window recently along side of various beauty preparations. It read: "Bathe your calves in skim-milk lotion to avoid fatigue." A dairy farmer who read this sign remarked: "If these city folks had as many calves as I have they wouldn't monkey around to give them all a bath, and besides, fatigue has never been on my farm but once. Then I killed every darn one of 'em with coal oil."

W. G. Bugbee, of the North American Storage Company, was in Jamestown N. D., recently arranging for the opening of the new firm to buy butter, eggs and cold storage products at their location on the mill track near the river. Mr. Bugbee states that they have secured the services of Olaf Thompson, an experienced buttermaker from Wellman, Minn., who is expected to arrive and take charge of the new house.

THE IOWA BUTTERMAKERS' CONTEST.

Just now unusual interest is being manifested by Iowa buttermakers over the big contest being held by the Fred L. Kimball Company. Nine prizes, amounting to \$1,525, will be distributed after October 1st among that many buttermakers.

The contest is all the more interesting in view of the fact that every buttermaker who enters and works gets well paid for his time.

Buttermakers all over the state are working for 20 subscriptions, at least, which will entitle them to a trip to Waterloo on Wednesday, October 14th, with all expenses paid, including railroad fare, meals, admission tickets, etc. This is Buttermakers' Day at the Dairy Cattle Congress—the day when the scores and prizes will be awarded in the Iowa State Dairy Association contest. Last year there were more than 200 buttermakers present, and this year we expect not less than 300. The Fred L. Kimball Company wants to pay the expenses of these 300 buttermakers.

The big buttermakers' banquet, to be held Wednesday evening at the new Russell-Lamson Hotel, will be the crowning feature of the day. The main dining room has been reserved for our exclusive use. The menu will be palatable, the cigars bigger and better, the after-dinner speeches wittier—and shorter. There will be a real cabaret all during the meal.

But, aside from these valuable prizes or this trip to Waterloo, the fact that you will get your patrons to reading good dairy literature should be the real incentive. Every reader of Kimball's Dairy Farmer is a better creamery patron, and better patrons mean better creameries.

The contest is just starting. Buttermakers will have a whole month—the best month in the year for getting subscriptions—and if you will just take a few hours' spare time to see your patrons you'll be surprised how easy it is to get 20 or more subscriptions.

The first prize is a new \$600 Thiery Player Piano. Then there are two new 1914 Harley-Davidson motorcycles and \$425 in cash prizes.

This contest is the biggest thing ever put up to buttermakers anywhere. It is a big thing for the dairy industry in Iowa, for the local creamery and for the individual buttermaker.

The Dairy Cattle Congress will be bigger and better than ever before. More than 1,000 head of the best dairy cattle in the land will be on exhibition. Machinery Hall will be filled with the newest and latest things for dairymen.

Besides the cattle, the machinery, the convention and the banquet, the United States Marine Band of 75 pieces will play at the show all day Wednesday. This premier musical organization is direct from Washington, D. C., and only makes three stops in Iowa.

If you have not already entered the contest, do so at once. It is just beginning.

Address Contest Department, Fred L. Kimball Company, Waterloo, Iowa.

D. E. Peterson Co.

SPECIALISTS IN BUTTER

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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CARL H. ZINN

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The Harder you Hit 'Er The Higher she goes!

BOOST YOUR BUTTER SCORES

Here are some of the ways to use the B-K hammer and hit the bad bacteria:

B-K destroys fishy flavors and all bad odors, leaves everything sweet and clean.

Use B-K for purifying your vats and churns. It makes the work easier and cleaner and quicker and makes the churn absolutely sweet and pure.

Wash and sterilize your separator with B-K before starting your day's work. Slime and filth will not adhere to the surface of a separator bowl treated in this manner. When you use B-K no brushing or scraping is necessary. You destroy the germs, render the slime harmless, besides saving ten minutes each time you wash the separator. The slime and all accumulated matter comes out in a solid sheet like an old hat.

Use B-K likewise for washing and purifying your clarifiers and all piping. There is no sticking of substance anywhere; leaves the inside of pipes smooth, clean and clear.

B-K destroys moulds and heavy odors in refrigerators and store rooms; helps to keep the product sweet and clean.

B-K helps clean the dirty odors in refrigerator cars. Just spray with B-K before loading. Results will surprise and please you.

Use B-K to wash and purify your floors and drains. Destroys all odors, cuts down bacteria, keeps the air of the building more pure, helps to make purer, better product.

Rinse your cans with B-K dilution—more effective, faster and cheaper sterilization than steam. Ask us to show you proof. We can do it.

Before packing your butter tubs rinse with dilution of B-K. Destroys butter tub mould—prevents fishy flavor.

Why B-K Helps

B-K helps because it is a powerful germ killer; over ten times more powerful than carbolic acid, yet not a poison; clean, colorless, safe; no odor after use.

General Purification Co.

603 Pioneer Building

Madison, Wisconsin

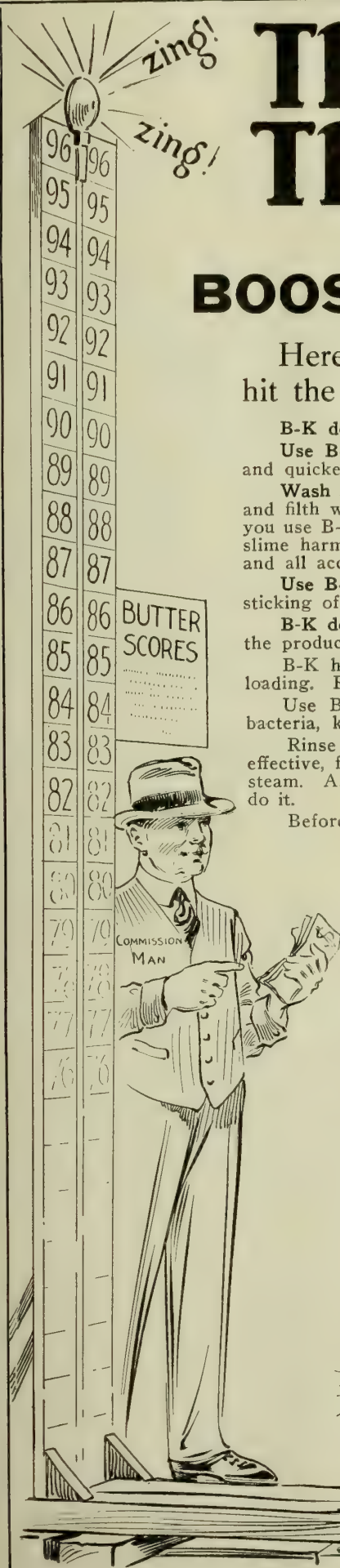
Wanted—

Every Buttermaker to write asking us how we handle separators with B-K to keep slime and dirt from adhering to the bowl; also how the bacteria is cut down. Startling results in immediate cleansing and purification and a great saving of time. You head off your contamination of separators and pipes before it begins.

If you make butter from whey fat, write us for our simple plan which greatly increases the quality of butter made from whey fat. You can't afford to be without it. Write for our free bulletin 89 entitled "Better Milk." Lots of valuable information about the dairy and cream business. Send today. It is free. Also ask us about such points above as most interest you.

General
Purification
Company,
603 Pioneer Bldg.
Madison, Wis.

Gentlemen:
Send me information on B-K and
gas method of treating cream.



THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor

E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, SEPTEMBER 1, 1914

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting not decided. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Minnesota State Fair—Hamline, September 7th to 12th. J. C. Simpson, secretary, Hamline. Andrew French, superintendent Dairy Department, 345 Endicott Bldg., St. Paul.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

STATE-WIDE CREAM GRADING.

Missouri creamerymen have organized a state association, the chief purpose of which seems to be the grading of cream. In this matter of purpose, our Missouri brothers have the best of other states, whose associations have no avowed purpose. Cream grading is a vitally important subject in discussing the future of buttermaking, but it has been burlesqued so long that people—creamerymen—have

come to regard it as merely a subject for editors to write about when nothing else is in mind. We confess that The Creamery Journal has harped on cream grading until we have been almost ashamed, but when we get to pondering over poor butter quality—its cause and possible remedy—cream grading is the one thing which holds out a ray of hope.

But one creamery or one buttermaker, as a rule, can not grade alone and do it successfully. Competition will kill him out if he does. Many have tried it—many have failed and many have succeeded. Down in Missouri the creamerymen figured the matter, and they decided cream grading was the salvation of their industry. They realized it couldn't be done effectively without organization, so they organized. Somehow, Missourians have the reputation of being able to show, as well as to be shown, and if they carry out their "threats," other dairy states are going to be shown how to improve the quality of butter by cream grading—by state-wide cream grading.

Whenever there is serious consideration of improving butter quality the first reasoning points to poor cream as the direct cause. Then our minds usually take the wrong scent at this point and we follow the trail of pasteurization, neutralization, starterization, blowification, ripenization, etc., while the criminal gets farther and farther from our clutches.

The state convention season is coming on, and we suggest to secretaries everywhere that they assign the subject of "State-wide Cream Grading" to some competent man to discuss at the conventions. Talking cream grading and not following it up with concerted action is as bad as subscribing for a church organ and never paying the committee. As long as we continue to just talk, we'll get improved butter quality about like the church committee got the organ.

Let's start something!



The butter scoring contest has not yet come into its own. Too many buttermakers regard it as a "grandstand" play and when they enter it is more for honor than for the purpose of gaining knowledge that will assist them in making better butter. In Wisconsin the contests have been handled in such a way as to gain the respect of the buttermakers, and they send their butter to Madison each month to have it criticized to find out how it can be improved. The contests have meant a great deal to Wisconsin.



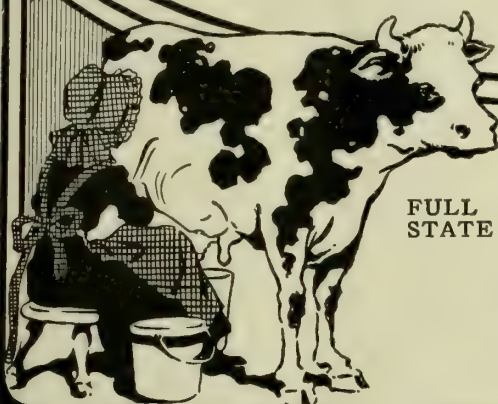
There is never a loss without some small gain. While Germany is offering the thousands of its peasant soldiers at the altar of war, the butter market in America is picking up and operators who have large holdings in storage are waxing optimistic. Their headache is passing away. War is the most serious thing in the world, and it is quieting to know that somebody somewhere will reap some benefit from its ravages.

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gives the true rich golden color that makes
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We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the REQUIREMENTS OF ALL FOOD LAWS,—
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The color with



Butter Color

the golden shade

North Dakota Dairying.

The amount of butter-fat produced by North Dakota dairy herds this year will show an increase of from 50 to 65 per cent over the figures for last year, according to E. A. Greenwood, assistant state dairy commissioner. Commissioner Greenwood has just finished an exhaustive study of conditions over the state, in the investigation of which he has visited hundreds of creameries in the eastern and northern counties in the state. The increase in amounts of incoming butter-fat in these sections is equaled by the increase in other sections, he says.

"The change in the state is a radical one," the commissioner said. "People are waking up to the realization of the fact that the wheat proposition in dollars and cents is not a paying one. Everywhere farmers are changing their methods. Department officials have police power but they have not been using it except in exceptional cases of refractory creamery owners. Our work has been mainly educational. Among all of the farmers I have talked to, there are but two objections to stock: the first cost and the anticipated labor. Farmers generally have been satisfied with the answers we give: 'You don't need to buy anything but a good sire to head a common herd which you can breed up, whether it be beef, dairy, horse, sheep, hogs or poultry,' and 'You have got to work to get anywhere.'"

According to Commissioner Greenwood, two things are responsible for the tremendous increase in the state's dairy products. One is the plan of maintaining a herd breeding circuit in which herds in one township are served by one sire bought by all of the farmers in that section. This plan has been adopted enthusiastically in many

townships. The other fact favoring the growth of the dairy industry in North Dakota is the advance of the silo. Last fall, after the last silo was built, North Dakota had 700 silos. Silo men have been at work over the state, in co-operation with the Better Farming Association, the federal experts and the agricultural college and experiment stations, with such success that Commissioner Greenwood predicts that there will be 1,200 silos in the state by the time snow flies again.

Working Dairy Exhibit.

Modern dairy methods, exemplifying the very last word in careful sanitary milk handling, will be the keynote of the unique exhibition to be put up by the A. H. Barber Creamery Supply Company, of Chicago, at Fort Wayne's biggest fair, September 15th to 19th. A herd of six crack Holstein pedigreed cows, including the famous milch cow that formerly belonged to ex-President William H. Taft, will be shown housed in a model cow stable.

Every half hour during the day the vacuum milkers will be started and one of the cows milked by machinery. A portion of the milk will then be run through a cream separator, another portion will be pasteurized and bottled and iced ready for the retail trade. The cream from the separated milk will be made into butter, in fact, every operation of a modern combined dairy and creamery will be followed through a half dozen times a day, to show just how milk is handled to insure its absolute cleanliness. Several tests will be made with milk handled in the old fashioned hit-or-miss style to show why the new methods were evolved. Competent lecturers will explain in detail the various processes fol-

lowed to insure that the milk will not sour quickly.

It is claimed that this string of Holstein cows are among the best of their breed in the world, giving not only a great quantity of milk but also a high grade. This exhibition is only one of a score of educational features to be found at the fair, and calculated to prove instructive, not alone to the farmer, but also to his urban cousin, who is always interested in knowing the efforts that are being made to conserve his health by protecting his food supply.

To Select Creamery Site.

Twenty delegates, representing 2,000 members of Farmers' Equity Unions on the Milwaukee line and other roads entering Aberdeen, S. D., met in that city and decided to organize a central creamery to be located at either Aberdeen, Mobridge or McLaughlin. The business was organized with a capital of \$50,000 which will be divided into shares of \$10 each and 2,500 shares will be sold among the union members. No person can hold more than two shares. The profits after the three per cent dividend has been deducted as well as other expenses, will be pro rated back to the stockholders according to patronage.

Foreign Markets.

Latest advices to Geo. A. Cochrane, of Boston, Mass., from the principal markets of Great Britain give butter markets as somewhat more settled. The government continues to regulate retail prices, which are lower, with wholesale markets somewhat erratic. Finest grades: Danish, 31@32½c; Irish, 30@31½c; Siberian, 28@30c. The sale of margarine has become immense.

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References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet Correspondence solicited.

Smith's Computer

and

The Creamery Journal

both one year, for

\$2.75

Regular price, \$3.50.

First United States Creamery.

After investigation of several other locations, the National Department of Agriculture will establish its creamery, the only one in the United States for experimental purposes, at Grove City, Pa., according to an associated press report.

The census of milk cows made by Prof. A. C. Dahlberg, of the Bureau of Animal Industry, to determine whether the locality could produce the milk necessary to make the dairy a commercial and experimental success was finished early in the week and as a result of his report to the department, Prof. L. A. Rodgers, who has charge of the research laboratories of the Bureau of Animal Industry, agreed with the Commercial Club upon the site and the plans for conducting the creamery on a co-operative basis.

According to the arrangements, the plant will be run strictly on the co-operative plan. Backed by the Commercial Club, a company will be formed to erect and equip the creamery and will receive interest on its investment in the form of rent from the government, which also agrees to provide a competent manager. After the expenses are paid all the profits of the business will be paid to the farmers who furnish the milk.

It is expected that the creamery, when running at its full capacity, can handle the milk from 2,000 cows, making butter and utilizing the by-products in making cheese. The department authorities are anxious to have buildings completed as soon as possible so that the experiments may begin, and it is expected that in a few months the plant will be in operation.

North Dakota Cheesemaking.

There seems to be a revival of interest in cheesemaking in North Dakota, and Dairy Commissioner Flint is receiving quite a number of inquiries regarding the industry, says a report from Bismarck. It is to be hoped it is a revival and that after a lethargy of nearly 20 years the state will regain an important industry which it had in the early days and which passed out of existence for almost two decades.

Nineteen years ago Commissioner of Agriculture and Labor McLaughlin reported that at the beginning of the year 1895 there were seven cheese factories in the state manufacturing 74,092 pounds of cheese, and at the close of the year there were 21 factories manufacturing 397,284 pounds of cheese. Mr. McLaughlin further stated that there were 113,155 pounds of cheese made in private dairies and families, or 510,439 pounds in the state.

The first cheese factory in the state was established at Lisbon and was the banner factory of North Dakota, having received 832,000 pounds of milk and manufactured 55,000 pounds of cheese during the season. W. E. Tinkom, the manager, bought milk at 70c per hundred, and found a ready market for his products at 10 to 11c per pound. Prices of both milk and cheese are from 25 to 83 per cent higher now, and it would appear that the industry should prove a profitable one to both the dairyman and the manufacturer.

Creamery for West Liberty.

The West Liberty (Iowa) Co-operative Creamery Association is now a reality. Under provisional articles of incorporation the organization was formed at an enthusiastic meeting of farmers at West Liberty, Friday evening, August 21st.

A board of directors was elected and their first meeting was held on August 24th, for the purpose of electing officials of the new association, adopting by-laws and out-

lining definite plans for the construction of a \$6,000 building where the creamery business will be conducted. The board of directors comprises Reed Hawthorne, H. H. Hawker, Clarke Mountain, F. D. Steen and U. E. Lodge.

Announcement is made that \$3,500 of the required stock has already been subscribed. It is said that 638 cows are now pledged but that more than 700 are expected within the current week. Prospects for a successful undertaking are considered unusually roseate.

New Wisconsin Bulletin.

"Some Improved Dairy Tests and Methods" is the title of a very valuable bulletin (No. 241) just issued by the Wisconsin Agricultural Experiment Station at Madison. Professors Benkenndorf, Bruhn, Baer and Sammis are the authors. The five chapters discuss the following subjects: 1, An Ice Cream Overrun Test; 2, A Burette for Calibrating Babcock Test Bottles; 3, A Wire Cutting Knife for Cutting Cheese Curd; 4, An Attachment for the Milk Sediment Test; 5, Cheese Making Tests with Homogenized Milk.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

WANTED—By October 1st, buttermaker for small farmers' creamery. Must understand pasteurization and starter making. Address B. S. Hill, Dunbar, Ia.

NEW INVENTION for separating cream. Centrifugal Liquid-Separator. U. S. Patents for sale. Never been offered before. Address Mrs. Hannah Edlund, 117 Lockwood St., Providence, R. I.

FOR SALE—A modern creamery and cold storage plant. Located in the midst of a large, western government irrigation project. 150,000 acres irrigated land tributary. Write for further particulars. B. F., care Creamery Journal.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—By single man with five years' experience in all phases of buttermaking. Thoroughly understand pasteurizing, starter making, etc. Can furnish good reference from last employer. Farmers' creamery preferred. Can come on week's notice. State salary and give full information in first letter. Address H. Morrow, 230 Maple street, Waterloo, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

State Dairy and Food Officials.

The Creamery Journal is indebted to Ernest E. Kelly, in charge of Market Milk Investigations, United States Department of Agriculture, for the following compilation of state dairy and food commissioners and officials of the United States:

California—Secretary of State dairy bureau, F. W. Andreason, 25 California street, San Francisco.

Colorado—State dairy commissioner, Robert L. Cochran, Denver.

Connecticut—Dairy and food commissioner, Hubert F. Potter, Hartford.

Idaho—State dairy, food and sanitary commissioner, James H. Wallis, Boise.

Illinois—State food commissioner, W. Scott Matthews, 1627 Manhattan Building, Chicago.

Indiana—State food and drug commissioner, H. E. Barnard, State House, Indianapolis.

Iowa—State dairy and food commissioner, W. B. Barney, Des Moines.

Kansas—State dairy commissioner, George S. Hine, Manhattan.

Kentucky—The state food and drugs act is enforced by the experiment station, and particular attention is given to milk and dairy products. Head of food and drug department, R. M. Allen, Lexington.

Maine—Commissioner of agriculture, John A. Roberts, Norway.

Massachusetts—Executive officer of the dairy bureau is the secretary of the state board of agriculture. General agent, state dairy bureau, P. M. Harwood, 136 State House, Boston.

Michigan—State dairy and food commissioner, James W. Helme, Lansing.

Minnesota—State dairy and food commissioner, Joel G. Winkjer, St. Paul.

Missouri—State dairy commissioner, E. G. Bennett, Columbia.

Montana—State dairy commissioner, A. G. Schoales, State Capitol Building, Helena.

Nebraska—Deputy food, drug, dairy and oil commissioner, Clarence E. Harmon, Lincoln.

New Jersey—Chief of the division of creameries and dairies, state board of health, George W. McGuire, Trenton.

New York—Commissioner of agriculture (including dairy), Calvin J. Huson, Albany.

North Carolina Organization.

The North Carolina Creamery Association met at Hickory August 12th and elected the following officers: President, Curtis Bynum, Asheville; vice-president, Marvin Blanton, Shelby; secretary and treasurer, W. J. Shuford, Hickory.

The Shelby creamery was represented by Marvin Blanton of Shelby; White Pine Creamery, Asheville, by Curtis Bynum; Mooresville Co-operative Creamery, Mooresville, John Arey; Guilford Creamery, Greensboro, A. J. Reed, state dairyman; Catawba Co-operative Creamery, Hickory, W. J. Shuford. In addition to these gentlemen, Howard Peebles, market agent, freight department Southern Railway, with headquarters at Washington, and J. H. McLain, representing the U. S. dairy division at Washington, were also present.

The object of the meeting, aside from that of electing officers, was to sell the butter output of the creameries of the state co-operatively and to discuss plans for advertising the butter, which is said to be the best made. The creameries represented have a combined monthly production of 150,000 pounds and it is hoped to increase this by the first of January to 300,000 pounds.

Mr. Peebles stated that the Southern

Railway expected to put on dairy cars over their lines at an early date. These cars will make weekly trips and stop at all the creameries.

Mr. Shuford stated that many people do not think North Carolina butter is good, and that an advertising propaganda would be inaugurated to prove to the most skeptical that our butter is of the finest quality. All present were decidedly optimistic of the future. The creamery business of the state is taking on wonderful growth and the outlook is very encouraging.

The agricultural committee of the Boston Chamber of Commerce has invited about 4,000 New England farmers to attend the

National Dairy Show at Chicago the week of October 26th. Every cattle breeder, milk producer, dealer and inspector should attend this show, in the opinion of the Chamber committee. A special train has been provided to accommodate those that are expected to accept the invitation.

Turn Failure into Victory,
Don't let your courage fade;
And when you get a Lemon
Just make the Lemon Aid.
—De Laval Monthly.

The Banner creamery, of Pearl City, Ill., will be rebuilt.

Foreign Demand for Well-salted Creamery

The beginning of a general European war means the feeding of twenty million men in arms and the four hundred million people of Europe from the storehouses of the neutral nations.

Besides the Scandinavians, America will have few competitors in furnishing the bread and butter for the warring nations of Europe.

American creamery butter will be in unprecedented demand at profit-making prices. See that your butter for foreign shipment is well salted with

Colonial or Liberty Salt

(Flaked Grain)

(Granulated Grain)

The same care you would use in selecting salt for storage butter must be employed for butter to be shipped abroad.

The salt that gives the purest flavor, that holds its flavor for the longest time; the salt that paints no mot-tles on the butter roll; the salt that spreads most evenly through the working—in a word

**The Salt That Melts Like Snowflakes
and Dissolves Like Mist**

Is always the safest salt to use for export butter.

Let us send you a sample

The Colonial Salt Company

CHICAGO:

AKRON, OHIO

BUFFALO:

431 So. Dearborn St.

D. S. Morgan Bldg.

THE MARKETS

NEW YORK.

Prices Continue to Advance—Prospects Point to Still Higher Level.

[By The Creamery Journal Staff Correspondent.]

The last 10 days have been busy ones among receivers of butter. The market has gradually advanced until it reached 32c today, with every prospect of its going higher. The daily newspapers have insisted upon the publication that there were inquiries for butter for export, but no such genuine inquiry can be found and no orders so far have been entered. This condition is caused principally by the steamship companies buying double orders for their supplies because they cannot get the commodities on the European markets as readily as here. All steamers from abroad are doubling their butter, egg and cheese orders here so as to stock their vessels sufficiently for the round trip instead of taking on just enough for one trip as has been the custom before the war. Prices, the stewards say, are no different here than in Europe, perhaps a little higher here, but it is difficult to get the delivery abroad.

There has never been in the history of the butter trade a better clearance of medium grades than has characterized the market for the past four weeks. New England speculators have cleaned up the market on medium grades several times and they have handsome profits in the butter that they bought from 24c up to 26½c. Hilton & Aldrich Co., of Boston, are reported as having bought 25,000 tubs on which they have a profit of \$2, providing the butter has not been used. This firm has a large outlet through chain stores and the probabilities are that considerable of the butter has been used. They have not been buyers on this market for the past two weeks.

Quality of the butter is not very good. Only a small portion of the receipts is fit for table use and there are certain buyers here who will pay an extra price for the favorite lines. This has caused the market to be firm and all undergrades have advanced in response to the advance in creamery.

Demand for process has not been so good for years. Representatives of the western factories find it difficult to fill their orders even with process extras up to 26½c. It is claimed by some that the factories in the west are running day and night to keep up with orders and even then they are not able to fill all demand. There has been some inquiry for process abroad, but the price has not yet been attractive enough to draw any process from this side. Receivers are somewhat at a loss to know just what the future contains and it seems that in this frame of mind everybody is bullish and many are talking 40c butter before the winter is over.

Ladlers can sell more stock than they have in hand. It has been difficult to get

sufficient good packing stock to work over as the western buyers have kept their line well cleaned up and it is difficult for New Yorkers to get any large quantity of fine grades. Considerable southern packing stock reaches this market, but as a rule it is not as good as that from the west. Even this is worked out closely and is making the owners considerable profit. Two or three of the large operators here began early in June to buy up packing stock for use this winter. These people now have a handsome profit.

It is not believed here that much foreign butter can reach this market and that makes the deal somewhat uncertain. If there was any assurance that foreign butter could come, the market would not be so firm. Siberian butter which came here in large quantities last season, of course, is shut off. Denmark may be able to send some stock here, but this is not probable because the armies of Europe will probably take any surplus which can be moved from one nation to another.

The chain stores have much to do with keeping the price of butter from going out of sight. They sell a line of creamery which makes good table stock at a reasonable price and other grocers are governed somewhat by what these people do. The advance to 32c did not occur until today. Last week the market closed at 30½c, and it was freely predicted then that there would be 32c butter this week and some of the bulls on the market predict 40c butter before winter is over. It is known generally that the stock in the coolers throughout the country has rapidly decreased this month. While butter was below 26c the consumption here and everywhere was large. If the prices get too high consumption will decrease. There is a question that lack of work for ordinary workmen in America will overbalance any demand for American butter abroad. The New England factories are mostly down and there is a great deal of idle labor in the big cities. If it were not for the public improvements under way in New York City idle workmen would be double the number they are now without either work or means to support their families.

CHICAGO.

Unusual Happens in Market Conditions—Receipts Below Requirements.

[By The Creamery Journal Staff Correspondent.]

It is needless to tell the well informed creameryman that the past week has been one of unusual happenings in the butter market. Every man engaged in the production of butter knows that the sudden declaration of war in Europe has had an effect on the market which no prognosticator in his wildest moment would have dared to predict a few months ago.

Speaking for Chicago, the great central market, the writer can only say that the situation has never been equaled in the history of the local trade. Several

weeks ago it became apparent that the market this fall and winter was destined to be a firm one, with high prices, and the trade going early to the cellars. But such a situation as has developed was not, of course, foreseen.

What is the Chicago situation? This is the question which is bound to be of prime interest to every butter shipper throughout the west and middle west. In the first place, it must be remembered that receipts, which were already beginning to come light when the international conflict broke out, have now fallen away to a point where they are far less than enough to supply current demand. And the end of August is not yet here. Storage stocks are less than they were a year ago, according to the last report of 46 houses for the past month. In addition to this, there is little or no chance for importations of foreign butter. Chicago receivers have been negotiating for six months with shippers across the sea, in New Zealand, Argentine, Australia and other countries. They had been concealing their hands more or less, but now since there is no hope for importations of this sort in the near future they are frankly confessing that they have been looking across the sea for butter. According to local commission men the weather has not been favorable for production in some of the best shipping states, notably those of the southwest, and little butter has been coming to the street from this direction. Then again, there is another feature to be considered. The Pacific coast has been depending in a large measure on imported butter to fill the bill. Added to local production, it would have been enough to supply the demand without the necessity of depending on local shippers. Under present conditions the firms on the Pacific coast are now scrambling to renew connections with western and middle western shippers, and this, of course, has had the effect of diminishing the amount of butter which comes to this market. Therefore it can be seen that there is plenty of reason for the advance of butter in this market.

A federal investigation of South Water street has been started, and this time it looks like the authorities meant business. Practically all of the butter men here fall under the scope of the investigation, which is being conducted with a view to determining who is responsible for the recent advances in the price of butter and other food articles. Fifty or more men are now quietly circulating among the commission houses, gathering information which they expect to give to the federal grand jury which will later question the commission men. Receivers of butter here are indignant over the investigation. They declare that the advance in the price of butter has been no more than conditions warrant, and that the commission men are not to blame in any case.

"This is the last straw," declared a prominent butter dealer, when informed of the plans of the government, "I thought when the government told us how to conduct the Chicago Butter and Egg Board, that everything had been done to prevent conspiracy to control prices on our part, but it seems that having been prosecuted as an organization, we are now to be prosecuted as individuals. I do not like the way the government is going at this matter. It looks like they intended to probe to the bottom, and when they do that you might as well give up, whether you are innocent or guilty."

The activity of the government of late in connection with the produce trade has been most marked, and successful in every case. Changes were forced on the Chicago But-

Wire or write us a price on your storage and fresh receipts of
PACKING STOCK BUTTER

*Always in the market. Guarantee correct weights
and spot cash returns on every shipment. :: ::*

B. S. PEARSALL BUTTER COMPANY

Elgin, Illinois

ter and Egg Board which covered a wide field and resulted in the practical reorganization of that body. The Elgin Board of Trade was successfully prosecuted. The Western Cantaloupe Exchange was forced to dissolve. Several manufacturers of oleomargarine, who are so large that they thought themselves immune were convicted after a thrilling legal battle. For these reasons the apparent determination of the government to learn who is responsible for the recent advance in prices may result in some wholesale changes in present methods of doing business. Shippers should follow this investigation as its progress will be reported from time to time in this column.

Added to the woes of the local produce men comes the thrilling and cheering information that \$125,000 is in the city treasury, available for the establishment of a municipal market. The Municipal Markets Commission, which several weeks ago made a report to the city after investigating business methods in the produce trade, is urging that the council appropriate this money to the establishment of municipal markets in order to force down the price. Distinct opposition to this plan has developed in the council, however, and it is not probable that anything will be done, for the present at least. The local produce men believe that the present method of distributing food is the most economical which can be devised, and for that reason are not inclined to predict big things for the municipal markets plan. They believe that it will fail, after running along for a time, and destroying the balance of the market without doing any permanent good.

Trade Notes.

Bowman & Bull is a prominent local butter concern which is doing a large business at the present time. The company has been doing a great deal in storage butter, as the market on extra creamery is so stilted that the trade is too difficult and uncertain. The feeling continues among buyers that the prices on extra creamery are too high. Concessions ought to be made, they say, but the holders cannot see the matter in the same light.

A. J. Kelley, of Coyne Brothers' butter department, has returned to the city after being away for a couple of weeks on his vacation. Mr. Kelly looks much improved. He brought back a good coat of tan and a nice assortment of fish stories. Coyne Brothers are busy at the present time in boosting the business of their butter department. Mr. Kelly is an experienced man in this line, and is widely and favorably known to shippers. The company is ready to deal in all grades of butter.

The rumor reached the city this week that L. B. Kilbourne, of C. H. Weaver & Co., had succeeded in escaping from France in his automobile, and was now safe with his wife in a small Swiss village just across the border. At the offices of the company, however, it was said that the whereabouts of Mr. and Mrs. Kilbourne, as far as they knew, were still a mystery. The state department is busy on the case. Mr. Kilbourne and his wife were touring among the villages of southern France when the war broke out and the trouble was so far advanced when they received the information that it was only with some anxiety that they contemplated the wild ride to the border. Whether they succeeded in their purpose or not does not seem to be known, although the rumor is abroad that they are safe.

While the annual convention of the Na-

John J. MacDonald

13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry

Fancy Creamery a Specialty

COMMISSION MERCHANT

43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Edward I. Swift, Mgr.
Butter Department. Formerly with Stephen Underhill

ARMSTRONG & SWIFT

Butter, Eggs and Cheese

321 GREENWICH STREET, NEW YORK
Cold Storage Warehouse, Cuba, New York

REFERENCES: Chatham & Phenix Natl. Bank. Broadway Trust Co., N. Y. Mercantile agencies.

Western Representative,
F. A. Salisbury,
Vinton, Iowa

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

tional Poultry, Butter and Egg Association, to be held in Chicago October 26th and 27th, is still some distance away, nevertheless committees of local produce men are already busy making arrangements, and swear that they will make this year's gathering the most successful from both a business and pleasure standpoint which has ever been held. The arrangements are in charge of C. E. McNeill, 216 W. South Water street. While nothing definite has been decided, it is possible that a theater party may be one of the features of the entertainment program. They have become most popular of late in connection with the many conventions which are held in Chicago, and it is certain that the entertainment committee will not overlook anything in this line which is good, and which the visiting produce men ought to see. Mr. McNeill is secretary of the association. He at once took up the work of directing the work of the committees on his return from his vacation a week ago.

"Butter and eggs are certain to advance in price," declares John B. Mitchell, of J. H. White & Co., "while poultry will remain plentiful and cheap. There is no way to help the matter. The supply of butter and eggs has been curtailed by the war. We will get no butter or eggs from foreign countries this fall or winter. Trade relations between the receivers here and the shippers in Argentine, New Zealand and Australia have already been broken. On the other hand, poultry is more distinctly an American product and promises to be in heavy supply at popular prices."

A writ of supersedeas has saved John F. Jelke and seven associates convicted in the recent prosecution of the John F. Jelke Co. by the government. The document was

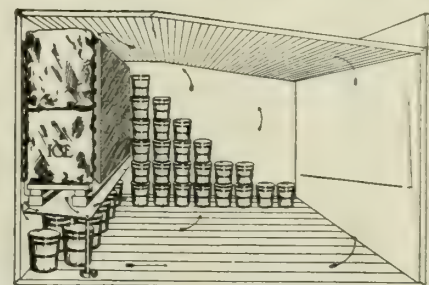
issued by Judge Geiger last week. The granting of the writ means that a further delay has been obtained in carrying out the sentence of the government, which was that Mr. Jelke must serve two years in a federal prison and pay a heavy fine, while his associates were all fined. The chance that the sentence will ever be executed looks remote, and there are still many legal powers which can be invoked. The government is still considering the step of confiscating the \$2,000,000 plant of the John F. Jelke Co. on the west side.

Much talk is being caused on the street
(Continued on page 22)

NORTHEY COOLERS

"The Cooler With the Hump" For Dairy Use

Floor in Our Cooling Room is Filled With Water Proof Cork
Buy Your Cooler in Sections—You May Wish to Move It Any Time



Mineral Wool Packed, Perfect Construction, Cold Dry Air Circulators, Odorless, No Taint, No Mould, Triple Matched Joints Strong Circulation, Sanitary, Preserver of its contents. Every up-to-date Creameryman should write for catalogue

Northey Mfg. Co., No. 100 Bluff St., Waterloo, Ia.
FOR SALE BY ALL DAIRY SUPPLY HOUSES

Central Dairy States Scores

FRED W. DEHN, NEW ULM, MINN., HIGHEST

Fred W. Dehn, of New Ulm, Minn., first in whole-milk class; score, 97.

W. F. Schulte, of Gilbertville, Iowa, second in whole-milk class; score, 96.

F. C. Hinzie, of Hanlontown, Iowa, first in cream class; score, 96 3/4.

F. D. Warner, of Northwood, Iowa, second in cream class; score, 96 1/2.

There were 186 entries from the following states: Ninety-one from Minnesota, with an average score of 92.8; 64 from Iowa, with an average score of 92.7; 24 from Wisconsin, with an average score of 91.8; two from South Dakota, two from Illinois, one from Michigan, one from Colorado, and one from Kentucky.

The total average score was 92.4.

More entries would have been made had the weather been more favorable. The Colorado and Kentucky tubs, arriving without refrigerator service, were in bad condition. Much care had been taken to prepare the Colorado tub before packing, it evidently having been immersed in paraffine wax, and after packing had been carefully wrapped with paper and paraffined again, intending to thus seal it hermetically. This was detrimental to the appearance of the package, but may have preserved the contents somewhat.

In the buttermakers' scoring contest held Thursday, August 20th, Carl Hovland, of Lake Mills, Iowa, was first, receiving \$5 in cash and a silver butter trier given by Fred Mack of the Creamery Package Mfg. Co. F. D. Warner, of Northwood, Iowa, was second, receiving \$5 in cash. C. R. Conway, of Garner, Iowa, was third, receiving \$2 in cash.

This was the most successful contest held here, and the fair association promises every effort to make those of the future better than this. While the promise was made to distribute some \$725 in cash and special prizes this year, it will be exceeded by possibly \$100. Boys, we like to keep our word and make good.

We thank all for the part they have taken to make this a success. With best wishes to all and the hope that many more will join us next year, making it a grand success.

Following is the score of all getting 90 and over:

MINNESOTA.

Whole-milk Class.

Name—Address	Score
Louis Torgenson, Rushford	91 1/2
F. A. Johnson, North Branch	94
F. W. Hedtke, Norwood	94
A. H. Nelson, Taylor Falls	92
A. J. Anderson, Otisco	94
Theo. Peterson, Maple Plain	93
John M. Schmidt, Litchfield	94
Geo. W. Hagberg, Cokato	94
G. C. Pettes, Rapidan	92
O. P. Jensen, Blooming Prairie	93
Willie Bechtel, Hutchinson	93
John Cristensen, Northfield	93
Fred Pecht, St. Clair	93 1/2
B. A. Finch, Rush City	93

A. D. Fisher, Owatonna	94
C. A. Redman, Osseo	92 1/2
Henry Erickson, Hutchinson	94
G. C. Krokes, Litchfield	95 1/2
Alfred Anderson, Litchfield	94 1/2
A. T. Raake, Hamburg	94
Geo. W. Peterson, Shafer	95
E. O. Blumquist, Center City	93 1/2
Emil G. Oman, Delana	91
W. E. Redman, Montrose	93 1/2
Senius Nelson, New Prague	95 1/2
Bentel P. Juraens, Litchfield	95
E. A. Wahlstrom, Grandy	93 1/2
Fred W. Dehn, New Ulm	97
L. C. Jensen, Shafer	94
H. H. Lunow, Mayer	91 1/2
C. E. Rausch, Mapleton	91
J. W. Engel, Pratt	95
Geo. Larsen, Lansing	91
Alfred Camp, Owatonna	94
H. J. Roseman, Meriden	92 1/2
Ferdinand Jacobsen, Ellendale	95 1/2
J. H. Wartenberg, Claremont	93
A. W. Seidel, Claremont	93 1/2
Jno. R. Bloomquist, North Branch	95
H. H. Jensen, Clarks Grove	93
Soren Kristensen, Kiester	94
Gust Knudson, Armstrong	94
George Deeg, Owatonna	95

Cream Class.

G. F. Locher, Arlington	93
Ernest T. Johnson, Freeborn	90
Charles Strobel, Arlington	93
R. J. Anderson, Belgrade	90
Emil Schudeiske, Carlos	94
C. C. Thoen, Westport	94 1/2
A. E. Call, Nicolett	91
Ewald Roehm, Kensington	90
A. G. Redman, Buffalo	93 1/2
E. M. Frederiksen, Clemons	91 1/2
Wm. C. T. Boetleher, Browerville	91
S. H. Hagen, Jackson	92 1/2
Thos. A. Aalid Alpha	92
R. P. Christensen, West Concord	93 1/2
Mrs. Kath. J. Mokler, Little Falls	96 1/2
C. Jensen, Darfur	92
Fred Peterson, Manchester	95
A. Rasmussen, Ottertail	93 1/2
Ed. H. Peterson, Waterville	93 1/2
Martin M. Sorenson, Dunnell	90
Gus Skoglund, Carlos	93
Max Renner, Springfield	91 1/2
Oscar W. Johnson, Comfrey	93 1/2
Julius S. Ramsey, Myrtle	92
Geo. F. Westermann, Broton	93 1/2
S. B. Bajer, Piery	90
A. George Nelson, St. James	93
L. M. Jacobs, Piery	94
M. Sorensen, Pelican Rapids	93
M. Skoglund, Eagle Bend	92 1/2
Max W. Siegel, Bertha	95
Jos. Hansen, Clarion	93 1/2
Edward O. Prestegaard, Gordonville	92
Richard Schafer, Arlington	92
Oscar Bergseth, Lyle	94
D. D. Sorensen, Sherburn	91
James Flanagan, Witoka	90
N. C. Swerling, Glenville	92 1/2
Martin Anderson, Lewiston	90
W. F. Polikowsky, Plainview	93
A. H. Dannreim, Nicolett	94
P. E. Robinson, Underwood	92
O. W. Olson, Hawick	91 1/2
Paul Christenson, Cushing	93

IOWA.

Whole-milk Class.

J. J. Brunner, Strawberry Point	93 1/2
Alton Prannon, Lawler	91
Robt. Wagner, Sumner	94 1/2
Roy Scoles, New Hampton	95
H. C. Ladage, Plainfield	95 1/2
S. O. Rusby, Leland	94
Carl Hovland, Lake Mills	94 1/2
W. H. Eischeid, Waucoma	94 1/2
G. Stuessi, Manchester	94
A. E. Fievath, Sumner	93 1/2

Thos. E. Sadler, Oelwein	95
F. W. Stephenson, Oelwein	94
E. B. Olds, Sumner	94
G. F. Langquist, Sande	94
E. A. Cole, Lamont	95
F. W. Bremer, Sumner	94
W. F. Schurte, Gilbertville	96
M. Anderson, Emmetsburg	94
Carl Meier, Fairbank	95
F. M. Fell, Sumner	94
J. W. Wedemeyer, Waverly	95
H. A. Griesse, Readlyn	94 1/2
Julius Brunner, Osage	91 1/2

Cream Class.

Henry Hansen, Cylinder	92 1/2
R. L. Baumgardner, Mason City	90
R. H. Fontz, Dougherty	93
F. C. Hinzie, Hanlontown	96 3/4
D. W. Neohler, New Hampton	93
Wm. Matters, Graettinger	93 1/2
L. S. Edwards, Algona	92 1/2
John Christensen, Thornton	91
N. W. Grof, Elma	92 1/2
Fred Kucker, Lone Rock	93
S. S. Hudson, Titonka	93
C. B. Peterson, Exira	93
B. T. Soles, Stout	91
E. A. Jensen, Forest City	94
J. T. Ryan, Adair	92
H. E. Fowler, Breda	92
H. C. Stendel, Scarville	96
Jens H. Hagen, Joice	92
J. E. McCaffrey, Osage	90 1/2
F. D. Warner, Northwood	96 1/2
Chris Lundhoy, Greenfield	92
H. Soballe, Coulter	95
C. R. Conway, Garner	92
J. A. Fenger, Garner	91
Peter Reisdahl, Plymouth	93 1/2
Wm. Helgason, Lone Rock	92
H. C. Thompson, Buffalo Center	91
H. K. Nelson, Scarville	93
Robert Bliss, Ventura	93
Jno. Paulsen Ring, Woden	92
H. W. Jarchow, Germania	92
W. E. Mittlestadt, Alden	91 1/2
P. L. Olmsted, Monona	90 1/2
Guy Thomas, Clear Lake	93

WISCONSIN.

Whole-milk Class.

W. F. Conway, Troy Center	91 1/2
F. M. Werner, Waterloo	93
H. A. Wheeler, West De Pere	92
L. L. Bolstead, Basco	93 1/2
John E. Mattson, St. Croix Falls	94
Axel Larson, Durand	92
H. E. Griffin, Mt. Horeb	93
Ole Hansen, Hazel Green	91 1/2
Crist Cristenson, Stevens Point	91

Cream Class.

John Rasmussen, Wautoma	90 1/2
Carl Jorgensen, Rose Lawn	93
R. J. Rich, Norwood	91 1/2
Axel Kristensen, Luck	94
P. Kristensen, Luck	91 1/2
Hugh R. Heiney, Whitewater	93
Chris Christensen, Roselawn	92 1/2
O. F. Peterson, Larsen	92
C. A. Nurell, Soldier's Grove	91 1/2
John Mortensen, Camp Douglas	92
George Broecker, Markesan	90
C. Sorensen, Meridean	91
Odin Christensen, Nelsonville	91

VARIOUS STATES.

Cream Class.

E. A. Paulson, Webster, S. D.	90
A. M. Frundsden, Rapid City, S. D.	92
H. C. Jachunsen, Bark River, Mich.	91

—S. B. Nichols, superintendent Butter Department.

Hugh Bullis, who went to Manchester, Iowa, from Hopkinton several months ago to succeed W. E. Mittlestadt as butter-maker at the Manchester Co-operative Creamery Company, has given up his position and is succeeded by M. C. Bushnell, who has been in the employ of the company for some time. Mr. Bullis is undecided as to his future at the present time. Mr. Bushnell is a good workman and will soon rank among the very best butter-makers of Iowa.

John F. Jelke, millionaire manufacturer of oleomargarine, and eight of his associates, convicted of defrauding the government of the 10c tax on colored oleomargarine, were granted a writ of supersedeas by Federal Judge Geiger. This enables them to take the record of their case to the United States circuit court of appeals. Meanwhile Mr. Jelke is at liberty on a bond of \$20,000.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

25 South Water Street

PHILADELPHIA

National Dairy Union Announcement.

N. P. Hull, Dimondale, Mich., has resigned the position of secretary of the National Dairy Union and W. E. Skinner, of Chicago, has been elected to fill the vacancy.

The directors of the Dairy Union recognizing that the officials of the Internal Revenue Department at Washington are rendering due and proper enforcement of the laws governing the manufacture and sale of oleomargarine, and for the protection of good butter, desire to support every conscientious effort in this direction, and feeling that publicity is the best medium through which to treat a subject of such vital import, decided to move the office of the Union to Chicago, from where it is easy to communicate with all at interest.

Upon urging the move, it was found that Mr. Hull had business interests in Dimondale that would not permit him to move to Chicago, and he therefore offered his resignation. Mr. Hull is one of Michigan's most progressive dairy farmers, owning a large farm near Dimondale, and has other interests which prevent him from leaving the state. He has been a very efficient and capable official, and in his work as secretary he has had the benefit of a large fund of knowledge and experience gained in carrying on public work as well as the practical farm experience. He is a forceful public speaker, and his message of protection for the dairy farmer has carried with it conviction as well as interest at all times.

W. E. Skinner, the newly elected secretary, is general manager of the National Dairy Show Association, and is equipped in every way for carrying on the work of the National Dairy Union in the most effective way. He is giving his whole thought and effort to the advancement of the dairy industry and is in position to further the cause of pure butter by reason of his close association with all the allied interests of dairying.

The general movement for co-operative effort in advancing the industry which found expression at the last show in the round table conference and the organization of the National Dairy Council will be further strengthened by having Mr. Skinner carry on the active work of the National Dairy Union. He has a wide acquaintance, and enjoys the confidence of all the varied interests in the dairy industry. With his unusual opportunities for furthering the interests of every branch of the dairy business, his capacity for work and his zeal for the dairy cow and what she represents, he will be able to promote the work of the National Dairy Union most effectively.

The directors feel that this fortunate arrangement will result in the highest degree of efficiency and economy in stimulating public sentiment in whatever campaign is outlined by the National Dairy Union to strengthen the cause of pure butter.

Our friends will be informed regarding the work as plans are outlined and put into effect.—Geo. L. Flanders, President National Dairy Union.

The first creamery in Mobile county, Ala., is now being operated at Citronelle. The name of the butter is derived from a combination of the town and state—"Citrola." Mr. Brosen, formerly a butter-maker in Illinois, is in charge.

The Farmers' Creamery and Produce Co., of Williston, N. D., has been incorporated for \$10,000. The incorporators are J. T. Brown, O. C. Ekeberg and W. W. Keltner.

Big Iowa Buttermakers' Banquet

At New
Russell-Lamson Hotel
Waterloo, Iowa



HELD on Buttermakers' Day at Iowa State Dairy Association convention and Dairy Cattle Congress.

All Expenses Paid

including railroad fare both ways, pass to Dairy Show Grounds, meals—and a big banquet in the evening.

A New \$600 Player Piano

A New H-D Motorcycle

\$350 in Gold

will be distributed at banquet.

This is a great opportunity for the Iowa buttermaker who is a booster for his creamery, his patrons and his state.

It will positively be the biggest affair any buttermaker was ever permitted to participate in.

Contest Department

Fred L. Kimball Company

WATERLOO, IOWA



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—1½ lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.

105 Union St., Winona, Minn.



THE MARKETS

(Continued from page 19)

at the present time by the sensational developments in the controversy between Attorney-General McReynolds, of Washington, and James H. Wilkerson, former district attorney here. Mr. Wilkerson conducted most of the prosecutions of the produce men which have followed one upon the other during the past two years. He now charges that he was forced out of office by Mr. McReynolds, who, it is said, did not view with favor his crusade against trust business. The commission men are not taking sides in the case but are following developments with some amusement.

Gallagher Brothers, who do one of the largest butter businesses in the city, are in the market as strong as usual this fall. Almost two-thirds of the business of this

company is done in butter. "We look forward to the trade this fall with considerable optimism," said Thomas Gallagher Sr. in discussing the situation. "Of course we realize that there is destined to be some high prices and not a little excitement before long. This war is something we had not figured upon, and it is impossible to say just at the present time how the market will be influenced. The condition has been made more acute during the past few weeks by the fact that production has been short."

The Shippers' Produce Company is the name of a new concern reported in The Creamery Journal at the time of its incorporation, which bids fair to become one of the most prominent concerns on the street in a short time. A location has been taken in West South Water street, in the heart of the produce district, and the doors of the company are open for business. The firm is a co-operative concern, with a capital stock of \$10,000. Every stockholder is a shipper. Most of the capital stock has been paid in, it is understood. As the company grows it is planned to expand the business. Butter will be the leading line, although poultry, eggs and veal will also be handled to some extent. The arrival of the new firm has caused a great deal of comment on the street, as it is something distinctly new.

Little butter that scores high is coming to the market, although there has been some improvement in the past few weeks. The market is being kept well cleaned up all the time, however, and local receivers expect the good demand to continue with increasing strength.

BOSTON.

Receipts Falling Off—Prices Advancing—Market Continues Strong.

[By The Creamery Journal Staff Correspondent.]

The butter market has been steadily gaining strength the past two weeks. At times there were indications of a reaction, owing to the unwillingness of buyers to respond to the full prices asked, but sellers held their ground, and when buyers were ready to operate again they found that higher rates were asked. This advancing tendency appears to be justified by the falling off in receipts, the increased strength of outside markets, and willingness of some large distributors to stock up for future use. The latter feature has been quite pronounced for several days past, especially as to medium and low grades, which have been sought after by proprietors of chain stores, and which are now well cleaned up in receivers' hands.

Transactions during the past week have been at 29½@30½c for creamery extras, and at the close 31c is the lowest price named for the finest lots, while some receivers refuse to sell at less than 31½c. Firsts have been moving freely at 27½@29c, and 29½@30c is now asked for the best. Seconds are firmer and selling at 26@27c, and thirds at 23@25c. Ladles in light supply and salable at 22½@23c. Not enough packing stock here to quote. Renovated has further advanced, and last sales at 25c, with a further upward tendency, owing to the scarcity of low grades. Prices of all grades close very firm, owing to the presence of speculators, but distributors are resisting the rising tendency as much as they can. There is some inquiry for cold storage stock, but holders are indifferent about showing any of it at present. As receipts of fresh goods are now barely enough for current average consumption,

some of the held stock will soon have to be taken out.

There continues to be a difference of opinion as to the future of the market. There are not so many pessimists as a short time ago, because they have to admit that the situation has been materially changed by the wars in Europe, but still they claim that the high prices will curtail consumption, and that those who are now stocking up will come to grief before the year is much older. This talk, however, does not deter others from operating at the full rates asked, because they have faith in still higher prices when the current make shows a further shrinkage. There is already a shortage of finest grades, and from our point of view these are not likely to go any lower for some time to come. Then the active demand for the low and medium grades has imparted a strong undertone, and it certainly looks as if the selling interests have the advantage and will hold it for a while.

Receipts at Boston for the week closing August 22d, amounted to 1,555,722 pounds, against 1,733,092 pounds the previous week, 1,652,648 pounds for corresponding week last year. Here it will be noticed are decreases as compared with the previous week and a year ago.

As our average weekly consumption for the past three months is approximately 1,500,000 pounds, it will be seen that receipts and consumption are coming very close together.

The total stock of butter in cold storage warehouses in Boston on August 22d was 299,020 packages against 312,743 packages same time last year, a decrease of 20,723 packages.

After next week the stock will probably not be increased, owing to falling off in arrivals, and there is a probability of some storage stock being drawn out to meet the current demand.

PHILADELPHIA.

Demand Active—Firm Tone—Receipts Moderate—Quality Not Extra.

[By The Creamery Journal Staff Correspondent.]

Notwithstanding the late advances on this market—one following on the heels of the other—the demand has been active enough to maintain a firm tone. The prediction that the European wars might extend over a long period of time has been the means of boosting prices on all grades, and holders and speculators alike, claiming there will be a higher range, are loath to sell at the present quotations. The receipts of solid packed creamery are moderate and only a small proportion of the supply has been able to come under the head of high scoring grades, fancy specials brought 34c and the limited offerings of extra 32c, though an occasional sale was made at a premium, and these goods sellers had no difficulty to place on arrival. Extra firsts had some call at 31c but lower grades generally, showing more or less the defects incident to heat, were cleaned up at the inside quotations; firsts ranged from 29@30c and seconds from 27@29c, but the bulk of the trading was done at the smaller figure.

Ladles are scarce and have readily changed hands at 21@23c. These goods have advanced so rapidly in price that it has been difficult for the buyer to realize the pace.

Packing stock of good quality is distinctly light and the demand being greater than the supply, it has quickly found outlets at 21@21½c. The bulk of the offerings have, however, been too poor to be of any value to the packers of ladles.



SHARPLES

THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill.

Dallas, Texas

Minneapolis, Minn.

Kansas City, Mo.

Toronto, Can.

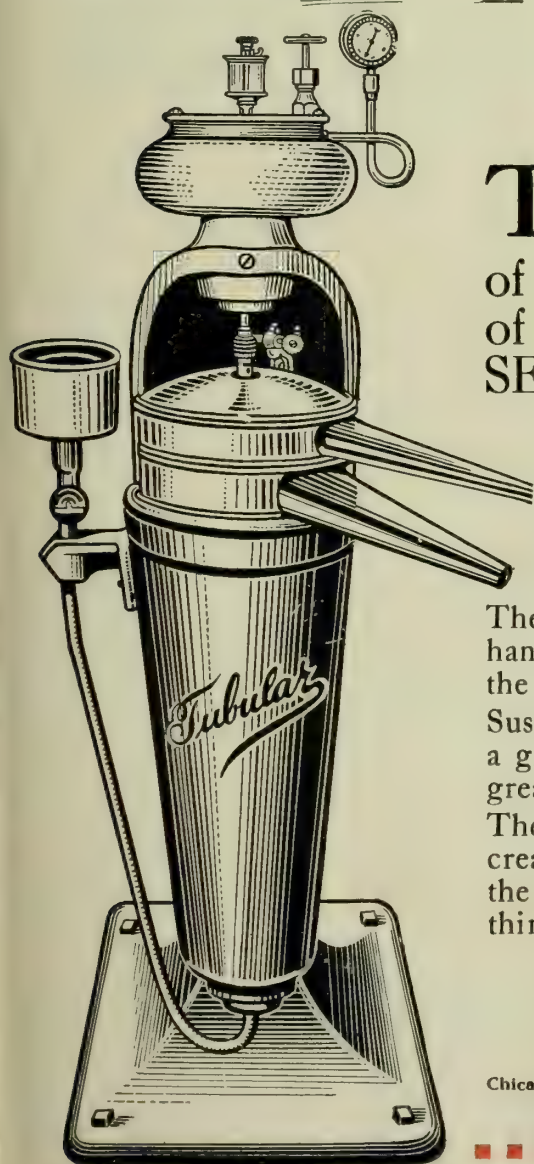
San Francisco, Cal.

Portland, Ore.

Omaha, Neb.

Winnipeg, Can.

Agencies Everywhere



Better Cooling Facilities Your Best Investment

TEMPERATURE is everything in the butter business. Control it at every stage and you have the key to quality in your possession.

It is easy, with steam, to get as high a temperature as you want when you want it.

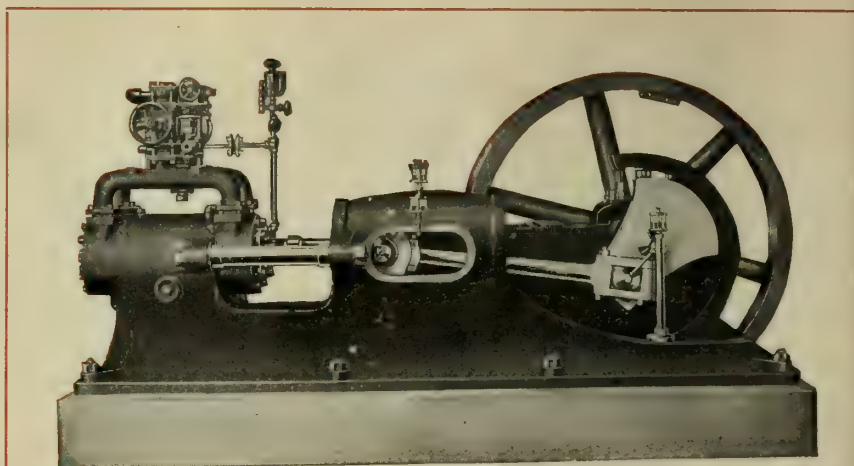
But how about cooling? There's the question. Mechanical refrigeration is the only solution.

Natural ice is better than no refrigeration, but it is an imperfect means of getting low temperatures.

Mechanical refrigeration is the perfect system. In convenience, economy and certainty of results it is so far ahead of ice that there is really no comparison. Any temperature down to zero is at your command.

Then why put up with a makeshift when the system that really solves your cooling problem can be had at a low cost.

Ask us to submit an estimate.



THE DEKALB

This is our standard type of refrigerating and ice-making machine. We build it in all sizes. One of these machines will give you all the cold you want when you want it and where you want it. The compressor requires but little room. It may be driven by belt from line shaft or any source of power. The DeKalb is C. P. Quality, and there is built into every one the experience of over twenty years, during which we have built over 2,000 machines. We have the experience, the facilities and the desire to serve you best.

WE SPECIALIZE IN DAIRY REFRIGERATION

The Creamery Package Mfg. Company

Chicago, Ill.
Omaha, Neb.

Minneapolis, Minn.
Philadelphia, Pa.

New York, N. Y.
Toledo, Ohio

Kansas City, Mo.
Waterloo, Iowa

THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 16

WATERLOO, IOWA, SEPTEMBER 15, 1914

ONE DOLLAR A YEAR

THE CREAMERYMAN

Has a personal interest in the success
of the farmer who brings in his milk

The National Dairy Show

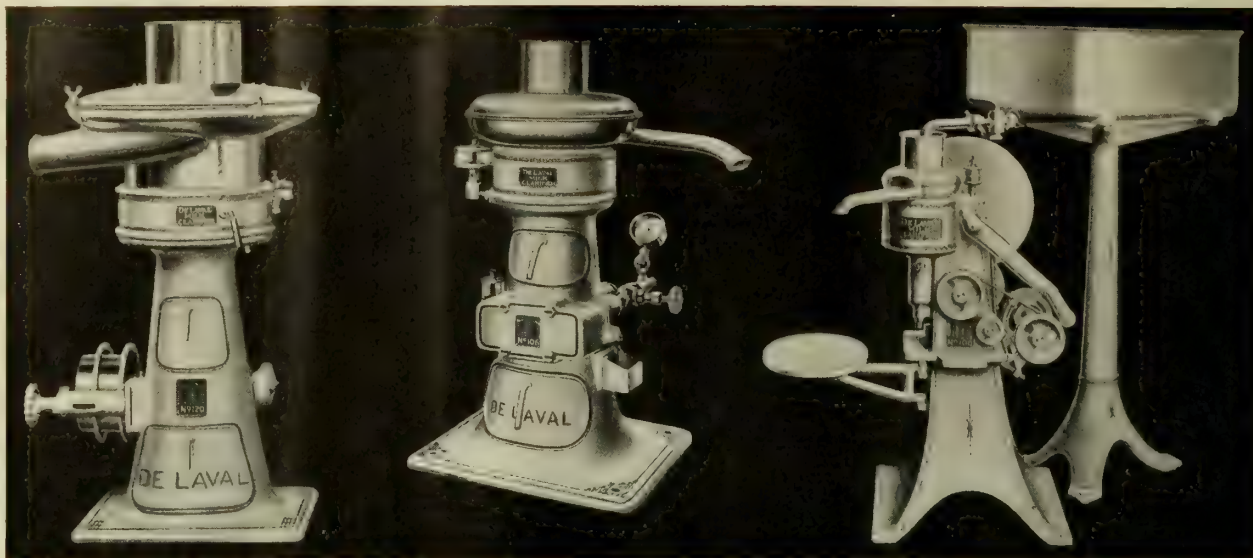
Held At 42d and Halstead Sts., CHICAGO
October 22d to October 31st, 1914

Presents modern methods for highest efficiency in dairying; shows difference in cows; breeding and feeding for best results, and has on view 1500 cows of the best dairy breeds, and forty acres of machinery of every kind and character used in every branch of dairying.

A visit will do you and your trade a world of good. Work up a crowd of your own people to take a trip to this show. *The success of the dairy farmer spells your success.*

Write us, and we will give you lots of useful information about the cost of travel and expense while in Chicago.

Several creameries have already chartered trains for excursions.



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

DeLaval Milk Clarifiers

Are rapidly being installed by the most
progressive milk dealers everywhere

The need of cleaner market milk has come to be generally recognized, not only by national, state and city health authorities, but also by the men actually engaged in the milk business—not only those handling milk on a large scale, but also those operating plants of smaller capacity.

Some milk authorities have gone so far as to say that it will be only a question of time until the centrifugal clarification of milk becomes compulsory; in fact, in one or two cities laws compelling the clarification of milk have quite recently been passed.

Milk consumers, too, are demanding clari-

fied milk and the dealer who is wise enough to anticipate and meet the requirements of local health authorities and the general consumer demand for De Laval clarified milk will reap the benefits from such an installation.

No milk dealer who has witnessed a demonstration of De Laval Milk Clarification and has seen for himself the composition of the residue removed from even the best milk by this machine can for an instant doubt the need for thorough clarification, and its benefits.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 16

WATERLOO, IOWA, SEPTEMBER 15, 1914

One Dollar a Year

The Value of Organization

By O. F. HUNZIKER

For many years I have cherished the hope that the dairy manufacturers of the state might get together and form an association so as to furnish an opportunity, a common meeting ground, for all the creamerymen and operators of other milk and cream factories to jointly and seriously consider, discuss and thrash out the more important problems and conditions, present and future, of the creamery business.

A few years ago when the creamery interests were threatened with a raise in milk and cream shipping rates, the need of organized co-operative action was keenly realized, and we organized the Federation of Indiana Milk Shippers. That body served its purpose admirably well, it accomplished what it went after, the shipping rates were not raised. Unfortunately its membership was confined to a comparatively small number of dairy manufacturers and when its specific goal was reached, it died a natural death.

A little later the creamery interests of the state got together again and organized the dairy extension movement, in which numerous of our larger dairy manufacturers and several firms manufacturing creamery machinery and supplies voluntarily subscribed funds aggregating to something like \$14,000, to be used exclusively for the education of the dairy farmer in the economic and sanitary production of milk and cream. This work has been carried on under the auspices of the dairy and extension department of Purdue University and it has resulted in a dairy campaign throughout Indiana, the like of which has never been seen before in this state and the good results of which are becoming more apparent every year.

Purpose of Dairy Manufacturers' Association.

The purpose of this new movement, the organization of which we are completing today, if I understand it correctly, exceeds in importance any dairy co-operative movement that has so far been put in operation in this state; it is to embrace all the dairy manufacturers of the state—the creameries, market milk plants, ice cream factories, cheese factories and condensaries—large and small, private, co-operative and corporate, and it is to be a permanent organization.

Its field of action and usefulness is to extend over the entire creamery and milk business. It is to bring together representatives from every plant handling milk or cream for the purpose of standardizing and improving the several phases of the business, the milk and cream supply, the manufacture and the marketing of the dairy product.

There is not time here to discuss in detail the vast opportunities which such organized co-operation affords and the weighty role which it will play in the future development of the dairy industry of the state of Indiana, but I desire to point out a few of the problems which this organization will be called upon to tackle and to solve.

Improvement of the Quality of Cream Must Come Through Grading and Paying on the Quality Basis.

Indiana creamerymen, as well as the creamerymen all over the country, have suffered heavy losses within recent years, on account of the inferior quality of the bulk of butter reaching the open market.

Great strides have been made in perfecting the process of manufacture in order to improve the quality. Pasteurization, blowing air through the cream, neutralization and the use of pure culture, starters, all have had their beneficial influence, but in the last analysis, we must admit that the most perfected process of manufacture cannot overcome the detrimental effect of a poor quality of cream. Scientific handling and manipulation of the product in the factory are essential and they are bound to minimize the danger done by poor cream, but the fundamental defects of the cream cannot be eliminated by any process now known; they are bound to follow the goods into the finished product, producing inferior quality. Cream in poor condition will never make "extras." We all have learned this by costly experience. If we would make "extras," we must have a good quality of cream.

But we creamerymen in Indiana are paying the farmer market top quotations for all qualities of cream, we are paying him the same price for a poor quality as we do for a good quality and frequently we are even paying several cents above market quotations for "extras." We are doing this in spite of the fact that butter made from such cream cannot possibly grade "extras," most of it only grades "firsts" and some of it even less than "firsts."

Here is in a nut shell one of the most serious problems of the creamery business today. Our very method of buying cream puts a premium on the production of inferior cream. It discourages the producer from giving his cream the care and attention necessary to furnish a clean and sanitary product and it belittles in his mind the real importance of care and quality.

Paying on the Quality Basis Will Make the Production of Poor Cream Unprofitable.

While I am a firm believer in the value of preaching the gospel of dairy sanitation,

I do not believe that we can coax the rank and file of dairymen into producing a better cream so long as we, as creamerymen, accept his cream regardless of quality and pay top prices for all grades of cream. We can not expect him to go to the extra trouble and expense of taking the proper care of his product for the mere pleasure of it. That is a dream which does not materialize. Nothing but the force of necessity, real necessity, will induce him to furnish the quality of cream that is needed to make good butter; either necessity to produce good cream in order to comply with the law and to steer clear of prosecution, or necessity to produce good cream in order to find a profitable market for it.

That the enforcement of the law alone along these lines, has proven entirely inadequate and has failed to bring the desired relief, we know. The only other alternative, then, is to make it unprofitable for the farmer to produce a poor quality of cream and to make it profitable for him to furnish good cream; with other words, we must grade the cream and pay on the quality basis.

But with the keen competition in the cream supply territory as it exists today, it would be almost suicidal for one creamery alone, and single-handed to start out to pay on the quality basis, when a half-dozen competitors, like hungry wolves, stand by, just waiting for the chance to secure the poor, rejected cream and pay the top price for it. Permanent and universal improvement of the farmers' cream can be brought about only by joint agreement and joint action on the part of all the creameries to pay on the quality basis.

What Our Neighbors Are Doing.

Our friends in some of the states west of us, have been quicker in realizing and acknowledging the truth of this fact. In Kansas, Nebraska and parts of Illinois and Missouri, the creamerymen, in co-operation with the state dairy commission, have united on this point—they have agreed on the grading and paying on the quality basis for their cream. Whether they are going to keep faith with their agreement permanently is a matter which the future will determine, but this much is sure: if they are imbued with sufficient spirit of co-operation to stand by their agreement, their co-operative action will result in the greatest movement for better cream and better butter, this country has seen for many years.

These western creameries have agreed to make three grades, the difference between the first and second grade to be 3c and the third grade to be rejected. If such a scheme is possible in, and beneficial to,

(Continued on page 6.)

The Big War

Will in no way affect the constancy of the supply, nor lessen the quality of



It is manufactured in our own country, and made from our own native products in our own factories at Wyandotte, Mich.

Indian in Circle



In Every Package

Order from your regular supply man.

The J. B. FORD COMPANY, Sole Mnfrs.,
WYANDOTTE, MICHIGAN

This Cleaner has been awarded the highest prize wherever exhibited.

Minnesota State Fair Scores

AND FOURTH EDUCATIONAL CONTEST

Sweepstakes.

G. C. Krapes, Litchfield, first, Score.... 96
 E. E. Dennison, Beltrami, second, Score 95 3/4

First District.

H. E. Jeppesen, Garden City—c 95
 Alex Johnson, New Ulm—m 94

Second District.

Ed H. Peterson, Waterville—c 94 1/4
 J. W. Engel, Pratt—m 95
 Harvey Anderson, Clinton Falls—m .. 95

Third District.

H. L. Stenberg, Atwater—c 95

Fourth District.

M. Skoglund, Eagle Bend—c 94 1/2
 Herman Janning, Freeport—m 93

Fifth District.

Rindahl Co-operative Dairy Ass'n.
 Fertile—c 94 1/4

Sixth District.

Arthur Iten, Grand Rapids—c 93 3/4
 E. J. Colin, Braham—m 93 3/4

First District.

S. H. Hagon, Jackson—c 91 3/4
 John Renaux, Kilkenny—c 90 1/2
 Harry Summers, Nicollet—m 91 1/2

N. E. Thies, Easton—c 91 1/2
 J. C. Lokke, Hanska—m 91 1/2
 A. H. Danheim, Nicollet—m 92 1/4
 J. G. Sorenson, Courland—c 92 3/4
 Marten M. Sorenson, Dunnell—c 91 1/2
 Christ Jensen, Darfur—c 90 1/2
 C. B. Jensen, Wabasso—c 93 3/4
 H. A. Nielson, Lake Benton—c 93
 Soren Kristenson, Kiester—m 93 1/2
 Otto C. Larson, Ruthon—c 90 3/4
 Oscar N. Johnson, Comfrey—c 90 3/4
 S. S. Sorenson, Tracy—c 92
 M. A. Schons, Mankato—m 92 1/4
 A. J. Ruttum, Hendricks—c 92 1/4
 Fred Precht, St. Clair—m 92 3/4
 Thos. A. Aalid, Alpha—c 93 1/2
 Fritz Lehmgren, Hills—c 90 1/4
 Christ Christianson, New Ulm—c 92 3/4
 Ernest Johnson, Lafayette—m 91 3/4
 Senius Nelson, New Prague—m 92
 A. Geo. Nelson, St. James—c 94 1/4
 D. W. Peterson, Windom—c 90 1/2
 C. E. Rausch, Mapleton—m 90 1/2
 Harry Lundgren, Lafayette—m 91 1/4
 Ray H. Erickson, Pemberton—c 92
 A. T. Parsons, Traverse—m 93
 Anton Madsen, Morgan—c 90
 T. W. Dehn, New Ulm—m 92 1/2
 Christ Hanson, Hanska—c 94 1/2
 Arnie Cliffgard, Ivanhoe—c 90 1/2
 Fred Hanson, Lake Crystal—c 93
 G. C. Pettes, Rapidan—m 93 1/2
 A. E. Call, Nicollet—c 94
 F. C. Drake, Edgerton—c 90
 M. Langenfeld, Belle Plain—c 92 1/4

Second District.

Sam Nelson, Twin Lakes—m 93 1/2
 Ed O. Prestegard, Northwood, Iowa c 93
 Peter K. Kvale, Emmons—m 93
 N. C. Siverling, Glenville—c 93
 D. D. Sorenson, Sherburn—c 92
 R. L. Lutz, Minnesota Lake—c 90 1/2
 John Christianson, Northfield—m 92 3/4
 A. D. Fisher, Owatonna—m 91 1/2
 Louis Torgerson, Rushford—m 90
 H. H. Jensen, Clarks Grove—m 91 1/2
 Geo. Deeg, Owatonna—m 91 1/2
 A. J. Anderson, Otisco—m 93 1/2
 Hilmer P. Hanson, Hartland—c 92 1/4
 Ferd Jacobson, Ellendale—m 91 1/2
 Henry Springer, Alden—m 94
 Ernest E. Johnson, Freeborn—c 90 1/2
 Alfred Camp, Owatonna—m 93
 O. H. Peterson, Vasa—m 92 1/4
 Joseph Brey, Winona—c 92
 Ed Anderson, Hayward—m 92 1/2
 Edwin Ulring, Webster—m 91 1/2
 J. H. Wartenberg, Claremont—m 92 1/2
 Martin Anderson, Lewiston—c 92 1/4
 R. P. Christianson, West Concord—c 92 1/4
 Frank Lusk, Kasson—c 91 1/4
 H. J. Rosenau, Meriden—m 93 1/4
 E. B. Kampel, Rochester—c 92
 Oscar Aase, Kenyon—c 91 1/2

M. P. Mortenson, Albert Lea—m 92 1/2
 O. P. Jensen, Blooming Prairie—m 92
 C. A. Hogaas, New Richland—m 91
 A. J. Felber, Witoka—m 92
 Gust Knudson, Armstrong—m 94
 James Flanagan, Witoka—c 90 3/4
 Ed H. Larson, Elgin—c 93 1/4
 Allen W. Burt, Utica—c 91
 T. F. Reese, Chatfield—c 91 1/2
 Alfred V. Ahrentzen, Faribault—c 92
 H. A. Hendricks, Albert Lea—m 92 3/4
 Frank C. Potter, Red Wing—c 92 1/2
 N. C. Erickson, Grand Meadow—c 90 1/2
 P. Sorenson, Red Wing—c 92 3/4
 W. M. Christianson, Cannon Falls—m 91 1/2
 Hans Larson, Hayfield—c 92 1/4
 Harry A. Cotton, Dodge Center—c 90 3/4
 J. A. Fisk, Farmington—c 92 1/4
 O. H. Gronseth, Waterville—m 93 1/2
 Theo. Sunde, Dakota—c 91 3/4
 John F. Helmes, New Richland—m 92 1/4
 E. W. Steinhaus, Elysian—m 91 1/4
 James Rasmussen, Albert Lea—m 95 1/4
 H. P. Krumm, Mabel—c 92 3/4
 A. W. Seidel, Claremont—m 92 1/2
 Fred Peterson, Manchester—m 93 1/2
 Geo. Heine, Conger—m 90 1/2

Third District.

John Renaux, Kilkenny—c 90 1/2
 Geo. A. Holmes, Biskay—m 92 1/2
 Laurence C. Peterson, Buffalo Lake—m 90 3/4
 J. E. Klimm, Dassel—m 90
 Chas. Strobel, Arlington—c 91 3/4
 Edwin Bock, Arlington—m 92 1/2
 R. J. Anderson, Belgrade—c 92
 Geo. F. Locker, Arlington—c 90
 J. E. Underwood, Hutchinson—m 92 1/4
 E. W. Redman, Howard Lake—m 92
 Anton H. Nelson, Grove City—m 93 1/2
 J. E. Larson, Cologne—m 92 1/4
 R. J. Rick, Norwood—m 94
 F. J. Nagel, Dassel—m 93
 Alfred Anderson, Litchfield—m 93
 V. G. Anderson, Spicer—c 90 3/4
 A. C. Engelhard, Richmond—c 93 1/4
 E. A. Danielson, Cokato—m 92 1/4
 Theo. Peterson, Maple Plain—m 93 1/4
 A. B. Jorgenson, Winsted—m 91 1/4
 A. G. Redman, Buffalo—c 90 1/2
 New Home Creamery, Arlington—c 91 1/2
 E. O. Quenvold, Hutchinson—m 91
 H. H. Lunow, Mayer—m 92
 John Schmidt, Litchfield—m 92 3/4
 O. W. Olson, Hawick—c 91 1/2
 J. F. Rivard, Montrose—m 91 3/4
 I. M. Rasmussen, Dassel—m 93
 W. E. Redman, Montrose—m 93 1/4
 Emil G. Oman, Delano—m 93 1/2
 F. W. Hedtke, Norwood—m 93 1/2
 C. A. Redman, Osseo—m 92 3/4
 August P. Theisen, Cold Spring—c 92
 Wm. H. Donney, Cologne—m 92 1/2
 R. H. Gallup, Zion—c 93 3/4
 Bertel P. Jurgens, Litchfield—m 90 3/4
 Oscar Lindquist, Svea—m 91
 Geo. W. Hagberg, Cokato—m 93 3/4
 Willie F. Betchel, Hutchinson—m 93 3/4
 A. H. Jorgenson, Buffalo—m 91 1/4
 F. A. Wangerin, Henderson—c 90 3/4
 H. E. Sorenson, Kimbal—m 94
 Norman Rasmussen, Dassel—m 92
 W. C. Laabs, New Auburn—m 91 1/2
 Grover C. Krapes, Litchfield—m 96
 Carl P. Olson, Litchfield—m 95 1/2
 C. A. Tuckler, Montrose—m 92 1/4
 Geo. A. Miller, Maple Lake—c 91 3/4
 Henry Erickson, Hutchinson—m 95
 E. J. Wright, Long Lake—c 92 1/4
 O. E. Webber, Rockford—m 92
 Frank P. Johnson, Cokato—m 92
 F. F. Foss, Dassel—m 92 3/4
 John Fridner, Litchfield—m 92
 A. T. Radke, Hamburg—m 95 1/2
 W. E. Cleveland, Darwin—m 93
 Paul Lindholm, Litchfield—c 91 3/4
 Fred Stenberg, Atwater—m 93 1/2

Fourth District.

Gust W. Holt, Vergas—c 92
 Joe Hanson, Clarissa—c 92 3/4
 A. V. Lindberg, Nelson—c 91 1/2
 K. A. Goetsch, Wadena—c 92 1/4
 A. McLaughlin, Osage—c 90 3/4
 H. A. Lundeen, Erhard—c 90
 Geo. F. Westerman, Broton—c 92
 Emil Schudeiske, Carlos—c 92 1/4
 Wm. Boettscher, Browerville—c 90 1/2
 A. O. Rindahl, Barnesville—c 92 1/2
 J. S. Orbeck, West Union—c 91 3/4
 Carl Graverson, Georgeville—m 93 1/2
 Wm. Johnson, Pelican Rapids—c 92
 Max W. Siegel, Bertha—c 91 1/2
 E. F. Lowe, Hewitt—c 90 1/2
 Leslie J. Simpson, Deer Creek—c 94
 A. Rasmussen, Ottertail—c 94 1/4
 John Roberts, Butler—c 90 1/2
 Anton Baltes, Long Prairie—c 93
 C. C. Thoen, West Port—c 94
 C. D. Thompson, Verndale—c 90 1/2
 W. F. Thielman, Elrose—c 92 3/4
 P. E. Robinson, Underwood—c 92 1/4
 Geo. Byers, Broton—c 91 3/4
 F. C. Clark, Ashby—c 90 1/2
 A. H. Nelson, Taylors Falls—m 93
 Herman Jenning, Freeport (tub No. 1)—m 92 3/4
 Gustaf Skoglund, Carlos—c 91 1/2

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.
 Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
 Warehouse: 209 W. South Water St.,
 Long Distance 'Phone, Main 3184.

A.J.M. Murdoch & Co.
BUTTER
 WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA
 Liberal Advances and Square Deal

What Would You Say?

If one of your local merchants should tell you that he could make 100 per cent profit on a certain line of goods, but "I didn't do it because the first cost was too much and it added more work."

You would consider him somewhat lacking in business energy and enterprise, wouldn't you?

The Cherry Buttermilk Machine

Means just as much to the Dairy and Creamery business, for the profits from the sale of manufactured buttermilk are large, and we've succeeded in perfecting the Cherry machine to the highest point of efficiency.

Write us for particulars and let us explain the best method for the manufacture of buttermilk.

J. G. CHERRY COMPANY
CEDAR RAPIDS, IOWA

ST. PAUL, MINN

TAMA, IA

PEORIA, ILL.

Fifth District.

W. A. Lindahl, Highland—c.....	90 1/4
L. Haslerud, Thief River Falls—c.....	92 1/2
A. J. Hed, St. Hilaire—c.....	92 3/4
Richard A. Nelson, Maple Bay—c.....	92 1/2
Otto C. Peterson, Mentor—c.....	90 3/4
C. A. Thore, Brooks—c.....	91 3/4
E. S. Remstad, Greenbush—c.....	91
Lars W. Leffler, Hendrum—c.....	94
Oliver Rishoff, Glyndon—c.....	90 3/4
O. C. Heggeness, Lengby—c.....	90 1/2
Oklee Cry, Ass'n, Oklee—c.....	91
H. V. Larson, Badger—c.....	91 1/4
O. J. Lund, Ross—c.....	91 3/4
John Nelson, Viking—c.....	92 3/4
E. H. Dennison, Beltrami—c.....	95 3/4
T. A. Pace, New Folden—c.....	91
Gunnar Wass, Kennedy—c.....	91
Martin Qual Jr., Twin Valley—c.....	91 3/4

Sixth District.

P. Christensen, Cushing—c.....	90
Louis M. Jacobs, Pierz—c.....	91 1/2
E. A. Wahlstrom, Grandy—m.....	92 3/4
Louis E. Johnson, Brook Park—c.....	91 3/4
F. H. Bartelt, Pease—c.....	90 1/2
J. J. Jensen, Copas—m.....	93 1/4
B. A. Finch, Rush City—m.....	92
E. O. Bloomquist, Center City—m.....	93 1/2
John R. Bloomquist, North Branch—m.....	92 1/4
Mrs. Katherin J. Mokler, Little Falls—c.....	92
Ernest R. Nelson, Foley—c.....	91 1/4
V. Hoiberg, Askov—c.....	90 1/2
Frank Willemssen, Princeton—c.....	92
Elson Johnson, Brook Park—c.....	91 1/2
L. C. Jensen, Shafer—m.....	93
O. A. Holt, Elk River—c.....	93
E. J. P. Lohmann, Lake Elmo—c.....	90 3/4
E. J. Holmes, Braham—m.....	92
Geo. W. Peterson, Shafer—m.....	95
F. A. Johnson, North Branch—m.....	92 1/2
Henry A. Hanson, Isanti—c.....	92
J. A. Peterson, Chisago City—m.....	91 1/2
A. C. Johnson, Ogilvie—c.....	90
Arthur Gustafson, Mora—c.....	91 1/2
F. J. Kassube, St. Francis—c.....	90 3/4
Archie M. Jones, Princeton—c.....	90
C. W. Gilman, Fort Ripley—c.....	91
Victor Nelson, Rush City—m.....	91 3/4

Complimentary Scores.

M. Langenfeld, Belle Plaine—c.....	92 1/4
Carl Hoveland, Lake Mills, Iowa—m.....	93 3/4
H. C. Stendel, Scarville, Iowa—c.....	94
John F. Bohlman, New Ulm—m.....	93 1/2
Carl Jorgensen, Rose Lawn, Wis—c.....	91

Anton Baltes, Long Prairie, Minn.—m.....	91
A. C. Jorgensen, Brandon—c.....	92 1/2
H. H. Whiting, Johnson Creek, Wis.....	94
D. Hansen, Innesfail, Can.....	92 1/4
A. A. Munroe, Lake View, Alberta, Canada....	90 1/2

Minnesota Buttermakers!

Warnings have been given buttermakers time and again and in various ways on the different requirements of the law, and especially on moisture contents and testing license. Still every once in a while there is one that gets into trouble for violating these laws. When any of the inspectors run up against such violations they can do nothing but follow instructions that the law may be enforced. Prosecutions are disagreeable and if we could perform our duty by appeal only, that course would be more pleasant. In spite of our appeals we find violations. Some court case reports just in, on misreading of the test, testing without a license, and incorporating too much moisture in butter, drive us to call your attention to these things again.

"Why so particular with these violations and wink at the bad cream" is the expression that comes to us. As far as the reference to the bad cream is concerned I wish to make the statement that no "winking" is done where there is a clear case for prosecution. You know how complicated the bad cream situation is, and for the many years past there has been no satisfactory solution presented for this trouble. Our experience is that we can hardly bring a case that the "other fellow" is not referred to and the question asked "why don't you take him;" even with the most flagrant violator is this the case.

To the best of our ability we are treating all alike and enforcing the law when we have the evidence of violation, and this

warning is given that the violations may be reduced.—Joel G. Winkjer, Commissioner.

At the National.

A distinctive feature of the National Dairy Show this year will be the active participation of the Department of Agriculture in the program. Experts on dairy details who have studied and followed up improvement in dairy managing to the last degree will be on hand and give comprehensive talks on the dairy type and her relative merits, foods, management, stabling, marketing, sanitation, daily uniformity of milk flow in the individual, and everything appertaining to the best output on the most approved economic principles. Besides this, there will be an exhibition and test of milk for quantity in cows milked by the various brands of milking machines as against the time honored milking by hand, and statistics on time saved, efficacy and general practicability compared. There will be a full sized creamery in operation in all its processes: an ice cream plant in action, a bottling plant in full working order, showing milk from cow to consumer, scoring contests for highest points in certified milk, market cream, dairy and creamery butter, whole-milk butter, hand separator butter, and cheese of Swiss, brick, Limberger and Cheddar varieties.

Results.

"An ad in The Creamery Journal surely brings results. We got a buttermaker a short while after putting in the ad. I have resigned my position as buttermaker here and October 1st will go to farming. Send my paper to me at Huxley, Iowa." So writes B. S. Hill, formerly manager of the Dunbar (Iowa) Creamery company.

Get more for your Butter

Butter that is left open to dust, dirt and bacteria becomes quickly rancid. You can't get top prices for it.

Paterson Pioneer Parchment Paper

Will keep your butter clean, fresh and sweet. You'll get more for it—and it will be worth it.
Write for free book, "Better Butter."



**THE PATERSON
PARCHMENT
PAPER CO.**
42 Eighth Street
Passaic
N. J.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irring National Exchange Bank; Dunn & Bradstreet.

Gude Brothers, Kieffer Co.

Wholesale Dealers in

Butter, Eggs & Cheese

21 Jay Street
NEW YORK

References: Irring National Bank, N. Y.

ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

The Value of Organization

(Continued from page 3.)

our neighboring states why should it not be possible also in Indiana and why should not Indiana creamerymen also reap the benefit thereof?

This is one of the foremost tasks, it seems to me, for our new organization, "The Indiana Manufacturers of Dairy Products," to tackle and put through. It was impossible prior to this date, because there was no organization, nor organized channel, through which our creameries could arrive at such a co-operative agreement. If this new association does nothing else than to put in effective action the proper cream grading system throughout Indiana, it will have builded a monument that will stand to its credit and that will raise the standard of Indiana butter for generations to come. I therefore, urge the members of this association to get busy on this problem at the earliest possible moment.

Co-operation for the Improvement of Manufacturing Processes.

There are many problems of manufacture which we can discuss advantageously. Some are of the opinion that the discussion of manufacturing problems interferes with their business. They hold that they know how to make a good piece of butter anyhow, that they can derive no profit from such discussion, and that their competitors are more benefited than they themselves. This is, indeed, a very narrow and short-sighted view to take. In the first place, none of us know it all, we all are benefited by exchanging our thoughts, our ideas, with others engaged in the same business. The best posted and most successful men are those who make it their legitimate business to break away often from the daily grind of their own routine work and discuss their problems with their competitors and compare notes with them, finding out what the rest of the world is doing. We need this contact, co-operation and communion of thought to confirm our own convictions, if not to change them. You may have a good thought, a splendid idea, but in nine cases out of 10 you want to hear that same idea expressed by some one else before you have confidence enough in it to put it into action in your own business.

Good Butter an Enemy of Oleomargarine.

Then again if, through this organized corporation and public discussion to perfect our manufacturing process, your competitor learns to improve the quality of his butter, you are benefited by his success also. Every pound of good butter he puts on the market calls for more butter. It is an advertising asset of the entire butter industry and it helps just that much to keep the consumer out of the clutches of the oleo man.

Advertising Indiana Butter.

I desire to follow this line of thought one step farther by saying that I am looking forward to the time when, through the efforts of this association, we have raised the quality of outgoing Indiana butter to the point where we can afford to have our butter stamped with the seal of certification of this association and when the words "Made in Indiana" are a guarantee for quality to the buyer. Such progress is by no means impossible. There was a time when Indiana butter was looked upon rather unfavorably on the open market and its sale was not facilitated, to say the least, by advertising its pedigree. That kind of pedigree has been gradually lived down within recent years and there is no good reason why we cannot go right on now, swinging

the pendulum the other way in our favor. Suppose we establish an efficient grading system, paying on the quality basis, with the inevitable result of supplying our creameries with a better quality of cream, and that through the good offices of this association, every creamery learns to make butter with the most approved method of manufacture and that the outgoing butter is inspected by a competent commission and stamped with the seal of this organization, there is no limit to the reputation we can establish and the advertising we can ultimately secure for Indiana butter. Would not such an effort be worth while trying?

This organization could further protect and benefit our business by lending its influence in the regulation of shipping rates and shipping facilities; by voicing our legitimate needs in the way of legislative measures, state and national; by lending its support in legislation that protects the public from receiving oleomargarine when it buys and pays for butter; by making it their business to see the dairy interests represented properly, and in a dignified manner at the national and international shows, so as to assure the creamery and dairy interests of Indiana advertising and recognition commensurate with its real importance.

The Value of Organized Co-operation.

If we all get together on these many and important phases and problems of our business, there is no limit to the things we can accomplish. This can only be done by peaceful and active co-operation. Indiana is generally considered a state of individuals and not of co-operators. This state of affairs is all right for the poet, the artist, the novelist and other happy mortals and immortals, who dwell beyond the clouds. But business is down here on earth, and for the up-building and perpetuation of our creamery business, organized co-operation is necessary. I am reminded here of a brief article which appeared awhile ago in Hoard's Dairyman. I cannot quote the exact words, but it was something like this: An enthusiastic member of a co-operative breeders' association was asked by an outsider, who was not favorable to their association, what they were co-operating for anyhow. The answer was: "Did you ever see a wagon stuck fast in the mud and did you notice that one man could not budge that wheel in a week of Sundays, and did you see a half dozen men come along and move that wagon with one good heave? That is co-operation. It means the accomplishment by several persons, jointly, co-operatively—what one man alone, single-handed cannot do."

We are spending a good deal of our valuable time, effort and money to induce the producer—the farmer—to co-operate. We urge him to organize co-operative cow testing associations, co-operative breeders' associations, and the like. We do this because we believe in it, because we know that it is one of the surest means for him to accomplish the things that make for that success and prosperity which are essential for permanent business.

We have plenty of splendid examples of co-operative communities where organized co-operation spelled success, prosperity and happiness. I had the privilege a few months ago of visiting Waukesha county, Wisconsin. I was astounded by the wealth of the dairymen throughout that county, with splendid herds and large average production of milk. How did they do it? By co-operation. They all tell you the same story. Their efforts are concentrated on the dairy development of the entire county and thereby each and every one of those dairy farmers has become a wealthy man. Their

Modern Buttermaking and Dairy

Arithmetic (regular price \$1.50)

and The Creamery Journal one

year, both for \$2.00.

Every Man Who Produces or Handles Milk Every Butter and Cheese Maker

Should come to our booth at the Dairy Shows and learn the reason why B-K is as necessary as cows in the production of pure, high grade, profit paying milk. We do not mean to say that pure milk cannot be produced without B-K. But what we want you to know is that pure milk produced at less cost according to the B-K plan is profit bringing milk. The expense of production is extremely low and does not eat up the margin of profit. By the B-K plan high grade milk can be produced in the ordinary barn without extra equipment. The quality of the milk is high and enables you to ask and get top prices for the milk, or butter and cheese made from it.

Sanitation which insures quality at low cost is what each producer and manufacturer can learn at our booths.

B-K gives results. Let us show you the proof.

Dair man How to 1. Disinfect stables and cows 2. Purify milking machines 3. Purify cooler and strainer 4. Purify milk bottles 5. Lower bacterial count of milk 6. Improve keeping quality of milk For Less Money	Milk Dealer How to 1. Purify milk bottles 2. Purify patrons' cans 3. Purify vats and piping 4. Clean and purify clarifier 5. Purify ice cream cans 6. Deodorize floors and drains For Less Mon e	Buttermaker How to 1. Purify patrons' cans 2. Sweeten churn and printer 3. Remove separator slime without scrubbing or brushing 4. Purify butter tubs and liners 5. Deodorize ice boxes 6. Clean and purify piping For Less Money	Cheesemaker How to 1. Purify vats and piping 2. Sweeten cheese shelves 3. Remove "milk stone" 4. Sweeten cap cloths 5. Purify patrons' cans 6. Deodorize floors and drains For Less Money
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To those who can not attend the Shows we will send the proof of the money making possibilities of B-K in the milk producing and manufacturing business. Fill out the coupon and send it today. It is the next best thing to a visit to the Dairy Show.

B-K will make you enough money during the next year in savings alone so that you will be able to afford a vacation to visit the Dairy Show.

Purify With



No Costly Machinery Required

Dairy Cattle Congress, Waterloo, Iowa, October 12th to 18th.
Chicago National Dairy Show, October 22nd to 31st.

General Purification Company

MADISON, WIS.

General Purification Company,
508 Pioneer Bldg.,
Madison, Wis.
Gentlemen: Please send me your PROOF that B-K will save money by purifying with less labor and expense than steam. I produce and deliver
.....bottles daily. I make.....
lbs. of butter daily....lbs. of cheese daily.

motto is one for all and all for one, and they stick by their motto one and all.

Organized Co-operation as Beneficial for the Manufacturer as for the Producer.

Now then, if we believe in our own gospel, if we believe that organized co-operation is the thing for the dairy farmer, have we not good reason also to believe that organized co-operation among ourselves, the dairy manufacturers, would be fruitful of similar beneficial results? It cannot be otherwise. The principle is exactly the same. Remember the lesson of the wagon stuck fast in the mud.

Permit me to suggest, therefore, that this organization you are contemplating to ratify and this movement you have started, is the greatest enterprise for the beneficial and permanent development of our dairy business that has yet been created in this

state. If every one of us is loyal to it, it is bound to put Indiana on the map as the great and united dairy state which she is destined to be, whose name will be the slogan for character, quality, progress and prosperity.

Montana Butter Scoring.

The September scoring in the educational scoring exhibition was held on the ninth in connection with the Inter-State Fair. The average score on the butter was exceptionally high with reference to quality, however, a number of the buttermakers were cut very hard on workmanship. As a rule the butter ran rather low on moisture but was quite uniform in salt.

James Norup of Cascade, Montana, formerly with the Bozeman Farmers' Creamery, carried off the cup offered by the Fair as-

sociation. This is the second time this season that Mr. Norup has won first honors. The scoring was done by G. E. Frevert, of Salt Lake City.

The last scoring will be held at Helena in connection with the State Fair, September 21st to 26th. The scores are:

James Norup, Cascade, Mont.	95
P. Kristensen, Cushing, Wis.	94 3/4
J. G. Howe, Stevensville, Mont.	93 3/4
F. D. Greene, Hamilton, Mont.	93 1/4
Bozeman Farmers' Creamery	93 1/2
Gallatin Cr'y Co., Manhattan, Mont. ..	93
Hot Springs Butter Factory	93
Helena Creamery Co.	92 1/2
W. E. Maddox, Pony, Montana	92
H. A. Screeden, Chinook, Mont.	90 1/4

Smith's Computer (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.

D. E. Peterson Co.**SPECIALISTS IN BUTTER****33-35 South Water Street, PHILADELPHIA, PA.**

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

John J. MacDonald 13 South Water Street
PHILADELPHIA**Butter, Eggs, Poultry** || **COMMISSION MERCHANT**
Fancy Creamery a Specialty || **43 Years' Experience**

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

A New Modern Creamery**AT STOCKTON, CALIFORNIA**

Who would dine without a great square of golden butter adorning the center of the table. There are those who do, it is safe to state, but hardly by choice. The inhabitants of the San Joaquin valley are, indeed, well fed, for it is a realm of prodigious production; and it is not in its dairies that lies the least of its gastronomic fame.

About four and a half years ago R. Stolberg arrived in the hub city (Stockton, Calif.) of the San Joaquin from Los Angeles, and engaged in the creamery business. He brought with him many estimable faculties, but none more admirable than the knowledge that excellence of output made for desirability in results. The policy he inaugurated at the beginning always has been steadfastly maintained. The feasibility of such methods is gratifyingly manifested in the new home of famous Valley Creamery Brand Butter.

Last July the present company was organized; it being a co-partnership between R. Stolberg, his brother, N. Stolberg, formerly with the California Central Creamery Company, and J. Peirano, a Stocktonian, who has been associated with R. Stolberg since the inception of that gentleman's business operations in this city.

One of the first acts of this coterie was to purchase the plant of the Royal Dairy & Ice Cream company. The plant was remodeled, and is now operated by the succeeding company at Hunter and Market streets.

Next came the planning and building of a thoroughly modern main plant. The new home is L-shaped, 50 feet on Main by 100 feet in depth, with a 25-foot frontage on Commerce with a like depth. The last mentioned frontage being arranged as a receiving room, where the automobiles owned by the company can dispatch their consignments in the least possible time.

From here the incoming cream goes first into the laboratory, where tests are made covering hygienic standards as well as worth in butter-fats. Then the material passes on into a plant that represents the last word in twentieth-century dairying.

There are great, tightly-sealed cooling and mixing receptacles; big churns that deftly combine cleanliness with efficiency; ice cream machines that are capable of turning from their shining containers the delicious product known far and wide as Royal ice cream.

Then there is an ice making department

of the most approved type, of a capacity of 15 tons a day; and the dry-air cooling and storage system is a revelation. In whatever process it is necessary to handle butter or ice cream, from the time the material from which it is made is placed into the machines until it reaches the market, it is done in a most cleanly and satisfactory manner at the plant of the Valley Creamery company.

Even the floors are built differently than one would suppose. There are no sharp corners, for the walls and floors meet in long curves of something like a six-inch radius, making it possible to flush the different departments as often as necessary, and eliminating little nooks and crooks where waste and dirt may collect. Then the drainage system is in accordance with the idea everywhere apparent, and the floors of the mixing, testing and storage department are always dry.

It was explained by Mr. Stolberg that butter is one of the most difficult of edibles to handle, for the fact that it is very susceptible to taints cognizant with insanitary conditions. The least bit of mold or unsavory odor in a cooling room will make itself known when the product is placed upon a dining table.

"We have installed the best system of cooling and storage here that we could find, and only then after much investigation," stated Mr. Stolberg.

R. S. Stolberg, the manager of the creamery, is a graduate of the dairy school at Ames, Iowa. He went to Stockton from Iowa, having formerly owned the Pioneer creamery at Pioneer. He was at one time manager of the Dallas Center creamery.

Some dairymen insist that when a milch cow shows signs of indolence and lassitude, it is an indication that her appetite needs tinkering. Sometimes it is and sometimes it isn't. Sometimes it is just a case of hereditary, acquired ingrowing laziness that nothing will cure save a bat over the tenderloin with a milk stool. When a cow that is otherwise in perfect health begins to mope around and refuse to let go of her milk, you can make up your mind that she needs a tonic in the form of a spade handle applied externally. Thousands of good cows have been ruined by too much coddling. We do not advocate cruelty to the lowing kine, but there ought to be discipline in the cow barn just as much as in the home.—Howard L. Rann.



The
Valley
Creamery,
Stockton,
California.

Look Out For Metallic Flavor

Metallic flavor is nearly always caused by over-ripening starters and cream in hot weather. During the midsummer months the mother starters should not be ripened further than to coagulation point under any circumstance.

When the weather begins to get a little cooler during the month of September the danger from metallic flavor decreases, and previously to when a tub is to be sent to a contest the mother starter should be ripened quite much further than the coagulation point in order to satisfy the demand of the judges for high flavor. But for commercial purposes the starter should always be ripened mild, that is, not further than until it is thick, so as to insure good keeping quality of the butter.

Use Ericsson's Butter Culture

Send for a free sample.

ELOV ERICSSON COMPANY

1098 Lexington Avenue

ST. PAUL, MINNESOTA

THE MARKETS

CHICAGO.

Latest Trade and New Happenings—About Butter and Men.

[By The Creamery Journal Staff Correspondent.]

The reports of 46 warehouses throughout the country on September 1st showed that stocks of butter totaled 63,270,600 pounds, compared with 61,609,000 pounds a year ago. This statement, while for the entire country, wins the important position of first place in the news letter from this city owing to the fact that it is about the most important thing from a local standpoint which has happened during the past two weeks. Much discussion has been started among local butter men following the publication of the report. Little surprise is manifested by butter men of this city, as the amount in the coolers is about what they expected. The report, as usual, does not include the holdings of the packers, who refuse to state the amount they have in storage.

The general opinion here following the publication of the report is that the butter market is destined to climb a little higher within the next few weeks, although local commission men hesitate to predict any immediate advance in the price. The market is considerably higher than two weeks ago, and the general tone of the trade is much more firm.

The closing event of the summer's golf program in the produce trade came last week when Joseph Borden, of the S. S. Borden Co., succeeded in winning the final tournament on the Windsor Park links. He will be presented with the silver loving

cup which is the prize offered each year by the cold storage companies. The winner of the cup last year was Horace I. Lepman, of Lepman & Heggie, who will now be forced to relinquish the prize to this year's winner. Mr. Lepman was very much in evidence at the finals, but did not play up to his form of last year, while Joseph Borden, the doughty sergeant-at-arms of the Chicago Butter and Egg Board, was in the pink of condition. Throughout the long course, during which he was closely pressed by Lepman, he never "foozled" once. A large crowd of produce men watched the contest. Many of them had once had ambitions for the cup, but were weeded out in the elimination contests which have been held from time to time this summer.

No new developments have come in the sensational case of former District Attorney James E. Wilkerson, the arch enemy of the produce trade. Following his requested resignation from office, Mr. Wilkerson made charges that big business had brought about his undoing by bringing pressure to bear on former Attorney General McReynolds. Counter charges were made. While no names were mentioned, it is held certain in local legal circles that his prosecution of the Chicago Butter and Egg Board and the oleomargarine manufacturers might explain a lot of things which happened. It is said that the oleo manufacturers have considerable influence of a political nature, which in the past has for the most part been exercised in state legislation. That they had influence also in federal circles caused some surprise in the local trade, although there is no direct evidence that Mr. Wilkerson's resignation was the result of the pending suit against Wil-

liam Moxley & Co., the result of which was forecasted by the conviction of John F. Jelke and seven of his associates on charges of defrauding the government out of taxes on colored oleomargarine. The case has caused much speculation and it is possible that an investigation of Mr. Wilkerson's actions in office will be conducted for the purpose of determining whether or not justice has been tampered with. When asked for a statement in regard to the situation, Mr. Wilkerson said: "I am opposed to an investigation because facts would have to be revealed which might have serious consequences for certain people." Mr. Wilkerson stated that personally he would welcome an investigation of his conduct in office.

The local butter market is beginning to feel the effect of the elimination of foreign butter as a factor in the market this fall. Speaking of the situation in South America a prominent produce man said last week:

"Trade of any kind with the South American countries will never be satisfactory until the United States establishes banks down there. I have been through some of the territories which produce butter and I want to say that the methods down there are entirely different from what they are up here. For instance, a bank among those people is a sort of go-between. Business between houses in Europe and the people of the country is transacted through the banks almost entirely. The banks know and have the confidence of the merchants of the region. They are slow in their methods, although thoroughly reliable. If the proper methods are followed there is a great opportunity for American commission merchants to make desirable connections during the present war. However,



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American banks must be the first step. Not until they are firmly established will trade of any sort between this country and South America be established."

Local distributors of butter declare that the high prices, coming early in the fall, have created a number of peculiar conditions in the trade. There is a good demand for extra creamery, as indeed there always is in this market, but the prices quoted were too high to suit the buyers, and as a result they turned their attention in a large measure to the other grades. The distributors declare that if the advance continues there will be a falling off in the demand, as the economic limit for this city will soon be reached. By the economic limit, explain the distributors, is meant a condition where the price of an article advances to a point where it is beyond the buying power of the mass of the people, regardless of whether they want it or not. Regardless of the advance in price, the average quality of the butter received in this market during the past two weeks is somewhat below the average. The situation is fast reaching a stage where quality does not matter much. It is largely a question of price.

In a word, the present condition in the local market is this: Extra creamery is being more or less shunned by the buyers owing to the high price, although there is the usual good demand. Medium priced butter of good quality moves well. Poor butter is in better local demand owing to the advancing price of the other grades.

John W. Low, of Wayne & Low, prominent butter dealers of this city, has returned from his vacation, which was spent in the east. Mr. Low looks much improved from his outing, and declares that he is fit for the grind of fall business. Mr. Low was made a member of the committee recently appointed by the Chicago Butter and Egg Board to run to the ground the numerous stories which are being told in the daily newspapers at the present time

which either insinuate or state outright that the commission men are responsible for the high cost of living and little better than commercial brigands. There has been much noise of this sort in the papers of the middle west since the war started and the committee will endeavor to force the newspapers to back up on some of the talk they have been making along this line. Mr. Low had always had firm views in this direction. Not long ago, in a conversation with the writer, he gave one of the clearest and most comprehensive explanations of the high cost of living which has yet been made. The interview was printed in full in The Creamery Journal at the time. Charles McNeill, the popular head of C. H. McNeill & Co., is also a member of the committee, as is John B. Mitchell, of J. H. White & Co., president of the Chicago Butter and Egg Board. The committee will start to work at once. Every effort will be made to induce the newspapers to play fair in the matter. If such efforts fail other steps may be taken to secure justice. The whole truth of the matter seems to be that the produce men of the city have persistently turned down the advertising representatives of the daily papers year after year, politely but firmly explaining that to advertise in their medium would do them no good, since they did not reach the proper people. The commission men explained that they believed their appropriations to be better spent in the trade papers, which go to the people they are trying to sell goods to or solicit consignments from. In spite of the fact that the produce men treated the representatives of the newspapers with the utmost consideration at all times, some of them made threats, cloaked with obscene and insulting language, that they would "get" the produce men, by which it is supposed that they meant that the produce men could advertise or take a good "panning" in the reading columns of the various papers. Of course, the produce men of this city are not of the variety that can be over-awed or bullied by any manner of means. One or two of the newspaper representatives were thrown bodily from houses along South Water and West Randolph streets. Shortly afterwards long windy articles began to appear on the front pages of all the papers in the city, written in such a manner that the public esteem for the produce men was not enhanced, to say the least. Several of the papers even employed special writers to discourse upon the situation. Among these was Elliot Flower, a writer of fiction living in Madison, Wis. Mr. Flower came to Chicago, lived at the Press Club in royal style, and at last evolved a series of articles, which ran in the Chicago Record-Herald, entitled, "Who Gets the Money?" Mr. Flower did not make any great effort to get beneath the surface. From the writer of this news letter he received an explana-

tion of the situation in the produce market as it was at that time. With this crutch to lean upon Mr. Flower sat down at a typewriter and began to dream. Several days later the writer recognized the mutilated interview he had given to Mr. Flower, twisted all out of shape until the only inference to be gained from the melange was that the commission men were the real robber barons of the present day. On demanding an explanation he was told that a popular, rather than a trade viewpoint must be taken in such articles.

This instance is quoted because it shows the real reason why the public is barking for the elimination of the middleman, a foolish and impossible dream. The newspapers know that the produce men, through whom the vast food supply of the city passes, can not be eliminated, but as they are not advertising prospects, they are trying to cause them all the trouble they can.

In connection with the newspaper attacks which have been made on the produce trade of the city, numerous attacks have been made by politicians seeking office. This was especially true in the recent campaign which came to a close this week. The attacks were called to the attention of the produce men and President John B. Mitchell, of the Chicago Butter and Egg Board, called a special meeting to consider them and to discuss what action, if any, should be taken. It was decided to place the matter in charge of the newly appointed committee which has been delegated to look after the newspaper attacks.

L. D. Stewart, who acted as assistant secretary of the Chicago Butter and Egg Board during the absence of A. W. Hale on his vacation, left the city this week on a western trip for Bowman & Bull Co., so that shippers throughout Iowa can expect him to drop in any time with one of his good stories and a little talk about the butter market. Mr. Stewart may get up into Canada before he returns to the city.

One of the interesting contests of the golf tournament was that between Dan Coyne Jr., of Coyne Bros., and S. Love Kelly, of the S. Love-Kelly Co. They ended up by both tying for sixth place. The efforts of these two were cheered more than those of the winner, Joseph Borden, of S. S. Borden & Co., for he played in such rare form that all the others were green with envy. This was especially true of Meyer Eichengreen, of M. H. Eichengreen & Co., who landed in fifth place after a desperate struggle.

The street was glad this week to see the return of a familiar figure, which has been missed even in the pandemonium which characterizes the local produce trade all the time. It was Thomas Gallagher, of Gallagher Bros., one of the best known butter concerns in the city. Mr. Gallagher has been "down east" as he puts it, spending his vacation. He returns looking as vigorous as ever, and much pleased over the fact that the Irish troops are winning the war.

Speaking of Irishmen, it might be well to call the attention of the trade at this point to the fact that "Bob" McGuire, general manager of Middendorf Brothers, was born on the Emerald Isle, and came to this country when about two years old. He was one of the youngest of a large family. He declares that while he was too young to remember the land of his birth, he is often tempted to take a couple of months off and visit the "ould sod."

A new wrinkle was sprung this week by the municipal markets commission, which

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BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

has been annoying the local produce trade for some weeks in the effort the members are making to establish a municipal market. Wonder of wonders, the plan is to have butter and other produce shipped direct from the farmer to the housewife. How? By parcel post! So here is an opportunity for shippers who think they have been ill-treated by receivers here in Chicago. All they have to do is to write to the municipal markets commission, get a mailing list, employ a clerical force, including a complaint department, spend a few thousand dollars getting the new machinery in motion, and their fortunes will be made, according to the intelligent members of the municipal markets commission, several of whom are allowed to teach young men and women at the University of Chicago who address them as "Professor." The representative of The Creamery Journal will keep an eye on this unusual scheme, and will report developments, if there are any, as soon as they come.

NEW YORK.

Market Firm—Trade Brisk—Outlook Encouraging.

[By The Creamery Journal Staff Correspondent.]
Although the butter market may lack spectacular features, it is none the less firm as it has been right along and trading is quite brisk in fresh and in held stock. The outlook is encouraging, although during the past 10 days there has not been a marked activity on the part of speculators as was formerly the case. During the last week, particularly, most of the business has been done by jobbers, and out-of-town buyers have not been as frequent and local speculators have not been as free purchasers. Notwithstanding, this trade has been free enough to keep the market firm even after the ½c advance the other day. There is no accumulation of fancy butter, and even medium grades have sold unusually well. After the expiration of the vacation period consumers have once more come back to town in large numbers and from now on there ought to be a good sale of butter unless prices get too high. Many receivers believe, however, that quotations will continue about at their present level for a little time to come.
Another stimulating effect on the butter market is the associated warehouse report which was published early this week. It shows on September 1st in the reporting houses 63,270,600 pounds of butter, or a shrinkage of 10,297,000 pounds during August. This is an unusual condition to prevail during August, as consumption in that month was much heavier than many had anticipated. How it was that great, few are unable to explain and the figures show a larger use of butter last August than during the corresponding month a year ago. The warehouse report has caused more talk of a 35@40c butter market before the close of the winter. The tendency of the market during the past few months indicates that such a condition is not at all unlikely. This is the attitude not only of the speculators but of a number of receivers, and the idea is based on the profits which have already been taken. Those who got in early have made handsome profits, as butter which cost 22@23c has been sold for 28@29c with only two months storage charges to be deducted against the profits. The old butter carried over from last year which was a bugbear on the market and which caused so much of a pessimistic feeling during the storage season has now been mostly cleaned up and in place of a heavy loss or a breaking even at the best some of this old butter has brought as much as 7c a pound profit. The amount of butter car-

ried in the private coolers here is correspondingly lighter than the amount carried in the same boxes a year ago. So that taken from a statistical standpoint the butter outlook is encouraging.
While there have been comparatively free offerings of June extras at 32c, there has not been enough business during the past week to warrant this figure as a basis of quotation. So far there are only a few of the butter cutters who are using Junes as the bulk of the receipts are obtained from current offerings. As long as fresh butter is in a free supply and the quality is as good cutters will prefer to use fresh as they do not like to switch back to fresh after they have once begun to use held.
Current receipt offerings show that qual-

ity is very irregular. Owing to unfavorable weather conditions in the west some of the creameries which ordinarily make stock which will score as high as 94 are not turning out that class of butter in as large proportion as formerly. Butter which grade 94 is in comparatively light supply.
There has been talk for some time on the Mercantile Exchange of changing the butter scoring and the Butter Committee after giving the matter a great deal of consideration has finally adopted new rules. When these will soon be in effect a change will likely occur in the quoting of the higher grades of butter by the Urner-Barry Co. who publish the Producers' Price Current. Some believe that by quoting a flat quotation for extras and another for butter which

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Little Falls, N. Y.

will grade above that, that a much better basis for trading will be secured and that there will be less tendency on the part of receivers to pay premiums. If butter scoring above extra is paid for according to the score a much better basis for returns will be in effect. Some receivers are somewhat skeptical about the new rules as they do not believe that they will have much effect in remedying the troubles which have been noticeable for some time.

Process has not been quite as active as it was two weeks ago and packing stock prices are somewhat eased off, particularly on the August make, which is the most undesirable of any produced during the year. Most of the packing stock coming goes right into the hands of those who own June packing.

PHILADELPHIA.

Market Developed Firmer Tone—Shortage of Fine Goods.

[By The Creamery Journal Staff Correspondent.]

With the receipts of fine butter moderate, and the expectations of greater requirements with the return of the most of the summer vacationists, the market has developed a slightly firmer tone, a more satisfactory business has been transacted from day to day and trading has been fairly active on all usable table stock.

The shortage reported by the 46 ware-

houses September 1st, of 10,297,000 pounds was a little surprise to the buttermen and tended to the late advance, however, the more conservative are of the opinion that with the existing conditions, so many workers being laid off, the result of the European wars, figures are nearing the top notch.

The receiver complains of the shortage of fine stock. The most of the receipts of these high scoring goods are on a contracted basis, the receiver having to pay for them from 1@2c above the actual quotations, and the selling price must be accordingly. Some of the pet brands have sold as high as 45c and the houses generally that handle these particularly fine goods, do not handle medium stock as they have not the outlets for it. Special fine butter, having a regular quotation of 34c per pound is what the buyers generally are in need for. For extra at 32c the tone is steady, extra firsts rule at 31c, firsts at 29@30c, and seconds 27@28c.

The lower grades are more in evidence and sellers have some difficulty in placing them, but as they have been willing to make concessions when the buyer's views were not too far off from the real value of the goods in question, they have been fairly well cleaned up and altogether there has been no important surplus on the market of any description.

Ladles have been about the only real low priced butter offered, and in request have met with fair sale at 23@25c and are held with confidence, as packers claim they cannot get their supply of packing stock.

Packing stock has had slow sale. The daily arrivals have been of such poor quality, that it has been difficult to place them, but the little good stock that has been offered has found ready sale at 21@21½.

BOSTON.

Firm Tone Continues—Slight Advance in Price—Dealers Confident.

[By The Creamery Journal Staff Correspondent.]

A firm tone has been maintained in the butter market the past two weeks, with a slight gain in values. This gain has been in all grades from the lowest to the highest, and in this way indicates a healthy condition of trade. It has not been the result

of any spasmodic speculative demand, nor of any real scarcity, but has been induced by dealers who have confidence in the future of the market and are not afraid to carry a little more stock than is wanted for current consumptive requirements. While most dealers will say that prices are high enough, if you ask them, their actions prove that they believe that a further advance will be established, and that butter bought at present rates is safe property to hold.

This is the real condition of the situation at present writing, and we don't see much chance for a change during the remainder of the month. But should there be a sudden cessation of the war operations in Europe and peace declared, the outlook would be changed very materially. However, it appears to be a safe venture to bank on present conditions holding out for a month at least. The output of butter from this time forward during the fall and winter is likely to decrease, and while the consumptive demand may drop off a little under the influence of higher prices, it will be no more than usual every year. Cold storage stocks are not so large as a year ago, and they are now beginning to be drawn upon for current trade. Foreign countries are not likely to be in a condition to ship any of their product in this direction for this year, and it is pretty safe to predict that we shall have to get along with our home make the best way we can.

The ruling prices of fine fresh creamery butter have ranged 30½@31½c, including western and eastern. At the close no lots of creamery grading extra can be bought under 31c, and fancy lots are held at 32c. Some receivers claim that they can get 32c for special brands, but this price is an exception in a wholesale way. Firsts take a range of 28@30c, the outside for lots that grade up near an extra. Lots of this grade are in steady demand for distribution by the chain stores. Seconds are kept pretty well sold up at 26@27c, and thirds at 24@25c. Dairy lots in limited supply, and the best command 27@28c. Western ladles are selling at 23c. Renovated is firm at 26c, and meeting with a fair sale. No packing stock of any consequence here. A little stock has been taken out of freezers, and sold nearly as high as fresh, but it is not being called for to any extent. Holders are very firm in their views and it looks as if they will get good prices for all they have to offer.

Speaking about cold storage butter, opinions as regards future prices have changed materially. There was a time a short while ago, when many holders would have been glad to unload at a small margin on cost and expenses, but that feeling has vanished and now holders are all looking for higher rates than those current at present for fresh make. They claim that hardly any of the current arrivals will come up to the quality of the June and July output, and that just as soon as the receipts fall off a little more, the demand for the best storage goods will be quite pronounced.

The statistics which we offer in this connection bear out the strong views of holders.

Receipts of butter for the month of August aggregated 7,457,341 pounds against 8,333,419 pounds for same month last year, a decrease of 876,000 pounds. As compared with receipts for July there has been a falling off of upwards of 5,000,000 pounds.

The stock of butter in Boston cold storage houses on Saturday, September 5th, was 301,015 packages against 321,335 packages, a decrease, as compared with a year ago, of 20,320 packages.

The consumption or distribution for August figured out 5,463,343 pounds as com-

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pared with 5,585,748 pounds corresponding month last year, showing a slight shrinkage as compared with last year.

This falling off in consumption is attributed to the high prices and to the depressed condition of business generally, but is not likely to be continued, as the large percentage of the citizens who were sojourning in the summer resorts are now returning to their city homes and will make a larger demand for the best butter.

The falling off in receipts, however, is the main factor of strength in the situation, and it is expected to continue during the remaining months of the year.

Foreign Markets.

Latest advices to Geo. A. Cochrane of Boston, Mass., from the principal markets of Great Britain, give butter markets as quietly steady. The chaotic condition between buyers and sellers during the early stage of the war has disappeared, and matters are about normal. Receipts are light but sufficient for current demand. The tendency of values is upwards. Finest grades: Danish, 27½@28½c; Irish, 25@26c; Siberian, 24½@26c.

New Kansas Organization.

Creamerymen from Kansas organized at Kansas City on September 4th to raise the standard of cream. They formed the Kansas Creamerymen's Improvement Association at a meeting at the Hotel Baltimore. Grading the cream and paying a premium for the best quality is the method by which the improvement is to be made.

Two grades are to be recognized—No. 1 and No. 2—and by paying a premium for the best cream, it is hoped to encourage the farmers to use more care in the handling and marketing of their butter-fat and thereby improve the quality of the butter. They say both farmer and creamery owner will share in the benefits.

It was pointed out that while substitutes for butter and the foreign butter that is being rushed in since the tariff was lowered come into competition with the poor grades of butter, extra good butter always commands a price and a ready market.

The association elected these officers and members of the executive committee: President, A. S. Kinninmouth, Winfield; vice-president, E. H. Forney, Abilene; treasurer, J. F. Haskell, Topeka; C. W. Kent, Kansas City; W. F. Schwier, Great Bend; William Lutt, Concordia; Frank Pilley, Clay Center.

The only salaried officer will be the secretary, who will be chosen later.

Minnesota Buttermakers' Convention.

The executive committee of the Minnesota State Butter and Cheese Makers' Association met at the state fair, and it was decided to hold the next convention at St. Paul on the dates previously set—November 4th, 5th, and 6th. James Rasmussen, of Albert Lea, is secretary.

The heroes of Ireland, England and Scotland, were all three brought to court.

Paddy, charged with stealing a cart; the Englishman, a horse, and the Scotchman, a cow.

The Scotchman was questioned as to where he got the cow, and he said he had it since it was a calf.

The Englishman said that the horse was his since it was a foal.

When Paddy was questioned, he felt somewhat embarrassed, but after a while he spoke up boldly: "Shure, yer honor, I have that ould cart since it was a wheelbarrow."

—Exchange.

Big Iowa Buttermakers' Banquet

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HELD on Buttermakers' Day at Iowa State Dairy Association convention and Dairy Cattle Congress.

All Expenses Paid

including railroad fare both ways, pass to Dairy Show Grounds, meals—and a big banquet in the evening.

A New \$600 Player Piano

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This is a great opportunity for the Iowa buttermaker who is a booster for his creamery, his patrons and his state.

It will positively be the biggest affair any buttermaker was ever permitted to participate in.

Contest Department

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WATERLOO, IOWA

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

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Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, SEPTEMBER 15, 1914.

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting, St. Paul. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive: W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

Just imagine a World's Fair devoted to the world's staple in all its various delicious forms and with all its auxilliary appurtenances and by-products and you will have a conception of what the Ninth Annual National Dairy Show at Chicago, October 22d to 31st will be in scope. Fifteen hundred milk cow types, from the leading dairy farms of the world. Prize winners at the season's biggest shows—the "cream de la cream" of registered, blooded stock proven the great milk producers of the decade. Be on hand to see the relative merits of the stars of the great milk breeds decided, as

individuals, and then see the test of quality and quantity for milk. Learn how to feed scientifically to produce a greater flow of milk, how to breed, stable, and handle your cows to get full returns; how to market your milk, butter and cheese to best advantage. Be on hand for all the national conventions, confabs and talkfests of the country's biggest men in the milk, cheese, butter and ice cream business during the show. Hear the dairy experts of the U. S. Department of Agriculture discourse. The organized knowledge of all the world knows about dairy farming will be yours if you attend the Dairy Show this year. Take the family. The growing sons need it. Make application of what you learn net you big returns in the future.



Mr. Joslin does not quite agree with The Creamery Journal in its views relative to state-wide cream grading. There are doubtless many others who do not, and some who do. We would like to hear from our readers giving their views on this important subject of state-wide cream grading. We believe in and will encourage state-wide cream grading to be brought about through closer organization of creamery managers, and meetings at more frequent intervals than heretofore. Let's start the cream grading ball rolling by a good open-air discussion. What are your ideas?



The next butter scoring contest of importance is the one to be held in connection with the Iowa State Dairy Association convention at Waterloo, Iowa, October 13th, 14th and 15th. This is during the Dairy Cattle Congress, October 12th to 18th. Secretary Ross has set his stakes at 200 tubs, and if the Iowa boys continue the pace they have been setting the past year he won't be disappointed.



Chicago has a reputation for big things, but the biggest problem they have tackled yet is the municipal produce market. They better let it alone—unless, of course, the job as market master wants to be handed to some one politician for whom there is no other place open.



It looks as if Uncle Sam was really in earnest about his plans to get what's coming to him in the way of revenue from the manufacturers of oleo-margarine. Influence, prestige and money help sometimes—and sometimes they don't.



Then comes the National Dairy Show contest, which is of nation-wide importance. Get your preparations in mind for this big contest.



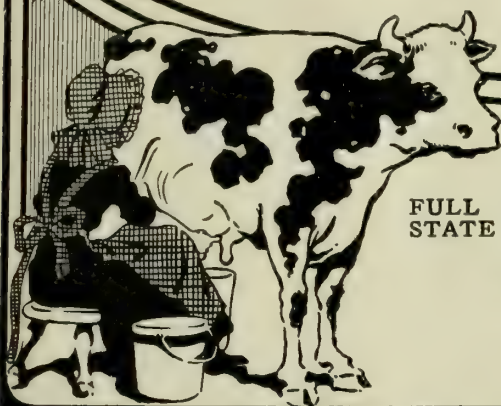
Have you started that educational campaign among your patrons yet—that campaign to get them to reading good dairy papers?

The Housewife Demands Butter of Golden Color

And she is willing to pay for what she wants.

Dandelion Brand Butter Color

gives butter the golden
shade.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Buttermakers' Reception Booth

AT THE NATIONAL DAIRY SHOW

Through the offices of the National Dairy School Alumni Association, M. E. Skinner, general manager of the National Dairy Show Association, kindly promised the buttermakers and creamerymen a large booth, space and furnishings free, as national reception headquarters, where they can meet their friends and renew old acquaintances. This will be known as the official headquarters of the National Dairy School Alumni Association, and there is where the creamerymen can receive information pertaining to their interests.

A Large Banquet.

The National Dairy School Alumni Association is arranging for a large buttermakers' banquet, at which important problems are to be considered in after-dinner speeches. Buttermakers, creamerymen, professors, instructors and others are invited to attend. The re-organization of state societies with the view of establishing centralized, national legislative power for the benefit of dairy legislation will receive first attention, and the gist of these discussions will be published in the dairy press for those who cannot attend.

I wish to urge at this time that all buttermakers and creamerymen subscribe for several dairy papers so as to keep in touch with the new matters that will from now on appear in the dairy papers throughout the coming year regarding their societies. You must keep yourself posted, as you may

be called upon to express an opinion for deciding matters.

Alumni Magazine.

The National Dairy School Alumni Association will publish only two numbers each year. The first number—the banquet number—will be very beautifully printed as a souvenir, and will be ready for distribution at the time of the dairy show. This number will contain the program of the convention, pictures of dairy schools, articles by both professors and instructors of dairy schools addressed to their alumni of each state, other articles by creamerymen and advertising classics introducing the trade to their wares.

Membership Alumni Magazine and Three Days Free Admission

Any creameryman, buttermaker or any one interested directly or indirectly in the dairy business can obtain for 50c one issue of the Alumni Magazine, and become either an active or a social member for one year and free admission to the dairy show on October 27, 28, 29, 1914.

Cut Out and Mail at Once.

National Dairy School Alumni Ass'n.,
1011 W. Washington Ave.,
Madison, Wis.

Martin H. Meyer, Sec'y. and Editor.
Sir: Enclosed find 50c for which send to my address below the Souvenir Banquet

Alumni Magazine Issue, and also admit sender as a member in the National Dairy School Alumni Association, and three days free admission to the dairy show. Send membership card at once.

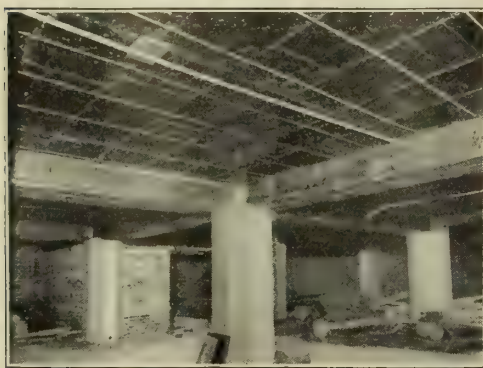
Name
Street
City
State
Graduated, (Year)
What Dairy School
(Notify change of address at once).

A rousing meeting was held at Taylor, N. D., recently at which it was decided to establish a co-operative creamery. State Dairy Commissioner Flint made the chief address and a number of prominent local men favored the plan. The farmers feel convinced that a mixture of dairy and live stock is necessary to permanently insure the success of farming in this state.

Raymond is a little boy who lives in the city and has seen very little of the country. One day he went on a visit to his grandpa's farm. While out in the pasture he saw the cows chewing their cuds. Not knowing what it meant he ran to his grandpa, saying:

"Grandpa, do you have to buy gum for all of those cows?"

E. C. Capper has sold his creamery at Dumont, Iowa, to J. A. McAdams, of Swea City, who is now in possession



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x36 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big **Free Book**—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—1½ lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.

105 Union St., Winona, Minn.



Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and **The Creamery Journal** one year, both for \$2.00.

Possible Effects of War.

Stretching from the Ural mountains to the confines of Mongolia is a vast fertile region, specially adapted for the grazing of cattle and rearing of pigs and poultry, says the London Times. Little could be done for the development of this region until the opening of the Trans-Siberian railway. At first the country was exploited by Russian merchants, who bought up the butter from the farmers at starvation prices. But at length a few of the latter conceived the idea of pooling their produce and sending it direct to market, dividing the proceeds in proportion to each member's contribution.

After some vicissitudes this system proved so advantageous that reorganization on a broader basis became necessary, together with strict regulations as regards membership. Their chief industry was, and still is, the making of butter, and arrangements were entered into for placing this commodity on the English market. Gradually this union of peasant farmers assumed gigantic proportions. Central factories were erected, to which the milk is sent from the different farms, each farmer being credited with the amount of cream derived by the separators from his milk. About three-fourths of the value is paid him in cash, the balance, depending upon the butter, is settled periodically. To maintain a uniform standard of excellence, no farmer is admitted to the union until his premises have been approved and his cattle certified free from tuberculosis or other disease.

To show how much the work of these Siberian peasant farmers means to England, it may be mentioned that more than one-fifth of the butter consumed in Great Britain is derived from Siberia, which sends us upwards of 40,000 tons annually. In addition vast quantities of eggs, as well as cheese, are sent here, for the Siberian union a few years ago engaged English instructors to teach them the making of Cheddar cheese.

The Wisconsin State Fair.

The big Wisconsin state fair is in progress this week and hundreds of dairymen and dozens of creamerymen will attend.

Dairying being the leading industry of the state, unusual interest naturally settles around the fine new Dairy Building. The premiums in all classes of dairy products are large. Every exhibitor of butter will receive a premium of \$2 regardless of the score, besides pro rata money.

The Dairy Building is one of the best in the United States. In the center of the building are two large glass refrigerators, one for butter, milk and cream exhibits and another for cheese. The space in the building is all occupied by manufacturers of creamery and dairy machinery and supplies. The Dairy Department, of the University of Wisconsin, occupy conspicuous space.

H. C. Larson is the capable superintendent of the Dairy Department.

Wisconsin State Fair Winners.

F. H. Werner, Waterloo.....	96½
G. P. Sauer, Cedarburg.....	96½
H. D. Nicholas, Elkhorn.....	96½
J. J. Jensen, Copas.....	96½

John M. Mattson, St. Croix Falls.....	96.33
H. E. Griffin, Mt. Horeb.....	96.33
R. J. O'Keefe, De Pere.....	96.33
Hugh R. Heiney, Whitewater.....	96.33

There were 166 entries and only seven scored under 90.

Charles Habig has leased the Farmers' and Merchants' creamery at Palmyra, Mo., and is now in charge.

A Dairyman's Dream.

A farmer sat on his old stone fence,
Waiting for milk to reach four cents;
The grass grew up and tickled his feet,
'Till he awoke from his pipe-dream sleep.
(And to himself said.)

"I've milked the cows since I was a lad,
A darn-site more than I wish I had;
And sold the milk to a foppish sort,
Who ships it down to Greater New York.

That guy was here the other day,
And said his business did not pay;
He said that milk would be much lower,
And not go up 'till the war was over.

Then the inspector came, whose hair was gray,
And bothered us while making hay;
He nailed a sign up in our stable,
With rules galore, this fool gazable.

These rules require us to milk
In clothes that's white and clean as silk;
Then strain the milk in another shed,
Sixty feet off, is what it said.

We even buy the butter we eat
Which costs us more than does the meat;
Both these we get from neighbor Briggs,
For he sells calves, and hogs and pigs.

Look at Briggs now, he owns his farm,
And just has built a big new barn;
He never sold the milk, they say,
But richer grows from day to day.

I'll do like Briggs, it'll not be mean,
To keep all the milk and churn the cream,
No more of our milk will go to that sucker,
We'll keep it at home and make into butter."—De Laval Monthly.

A well-known dairyman said to a veterinary surgeon:

"How is it you haven't called on me for your account?"

"Oh," said the vet, "I never ask a gentleman for money."

"Indeed! Then how do you get on if he doesn't pay?"

"Why, after a certain time I conclude he's not a gentleman and then I ask him."
—Tit-Bits.

A table party in a restaurant were having an argument over the proper pronunciation of "oleomargarine" and finally they decided to abide by the decision of the waiter.

"How do you pronounce oleomargarine?" they asked.

"Sure," replied the waiter, "I pronounce it 'butter' or lose my job."

The Sauk Rapids, N. D., creamery burned to the ground recently. Arrangements are being made to rebuild at once.

George Sipe has purchased the Hiawatha Kan., creamery from Parcell Brothers and took possession September 1st.

The creamery at Westville, Okla., has opened again under the management of C. F. Luethey, of Cortland, Neb.

"I say," asked Jenks, as he walked into Binks' shop, sample case in hand, "can a cowhide in a boot shop?"

Binks wasn't at all slow. "No," he said, "but calfskin."

Frank H. Longacre is building a creamery adjoining his ice plant at Macon, Mo. It will be an up-to-date buttermaking plant.

Waverly (Iowa) Fair Scores.

Below are scores and names of those who entered butter at the Waverly fair last week:

Whole-milk.	
1st, Carl Hoveland, Lake Mills.....	97
2d, J. J. Bruner, Strawberry Point.....	96½
Thos. E. Sadler, Oelwein.....	96½
F. H. Harms, Waverly.....	96
Henry Hansen, Cylander.....	95½
D. A. Botterman, Waverly.....	95½
W. S. Eischeid, Waucoma.....	95½
Robt. Wagner, Sumner.....	95
E. A. Cole, Lamont.....	95
H. C. Ladage, Plainfield.....	95
J. C. Nichols, Waverly.....	94½
Anton Smith, Jesup.....	94½
F. M. Zell, Sumner.....	94
E. H. Homan, Westgate.....	94
F. W. Bremer, Sumner.....	94
Wm. Ambrose, Tripoli.....	94
S. O. Rusley, Leland.....	94
C. A. Day, Sumner.....	93½
L. M. Jacobs, Pierz, Minn.....	93½
E. B. Olds, Sumner.....	93½
A. Bramon, Lawler.....	93½
A. W. Nooney, Denver.....	93
G. Stuessi, Manchester.....	93
Roy Scoles, Fredricksburg.....	93
J. W. Wedierner, Waverly.....	93
F. W. Stephenson, Oelwein.....	92½
H. H. Whiting, Johnson Creek, Wis.....	92
P. W. Peterson, New Hartford.....	91

Gathered Cream

1st, F. C. Hinze, Hanlontown.....	95
2d, H. C. Stendel, Scarville.....	94½
R. E. Clemons, Burt.....	93½
F. D. Warner, Northwood.....	92½
J. J. Marx, Hospers.....	91½
L. Baumgartner, Mason City.....	90½

There were a number of other tubs entered but those scoring under 90 are not published nor are such scores given out.

Butter was scored by H. E. Forrester and L. L. Flickinger.

Ike Woodring, superintendent of the Butter Department at the fair, is to be highly complimented on the manner in which he provided for the handling and care of exhibits.

Unfortunately the weather was bad on the day set apart as buttermakers' day and attendance of creamerymen was small. However, there was a good attendance of buttermakers on other days.

Dairy Refrigeration.

The United State Dairy Division has just issued a most interesting and instructive bulletin on the handling of milk and the application of refrigeration. It contains 89 pages, and takes up the subject in a technical and practical way. It discusses the various types of refrigerating machines and is intended for the small plant operators as well as the large. The expert discussion makes it instructive even to manufacturers of ice machinery.

The influence of temperature and time in relation to bacterial growth receives liberal space in the bulletin. The installation, care, management and principles involved in mechanical refrigerating machinery are made plain by plain talk and plain illustrations. The cost of operation is outlined briefly but accurately. The merits of various kinds of insulation are discussed, followed by results of exhaustive experiments. Cooling milk on the farm, the value of jacketed cans, etc., are treated in detail. Tests made by the department show that milk will deteriorate rapidly even in a few hours' transit unless held below 50 degrees Fahrenheit. We quote briefly from the bulletin:

"In no business is temperature control of more importance than in the handling of milk and its products. The perishable nature of milk and the rapidity with which it deteriorates when exposed to ordinary temperatures makes thorough cooling facilities a necessity.

"In the production of the highest grade of butter it is absolutely necessary that the temperature of the cream during the ripening process be under perfect control in order to check any further fermentation

when the proper degree of acidity is reached. As the control of temperatures is very important in the manufacture of high grade butter, it can best be accomplished by means of mechanical refrigeration, as it enables the buttermaker to control the temperatures of the cream at will, and, furthermore, mechanical refrigeration does away almost entirely with the mold and slop that must necessarily follow the use of ice.

"The range of ripening temperatures varies from 60 to 80 degrees Fahrenheit, but it is believed that between 60 and 70 degrees, with an average of 65 degrees, the best results are obtained. * * * With a pasteurizing apparatus of the 'holder' type the temperature of the cream is raised to 140 degrees Fahrenheit and allowed to stand for 30 minutes, when it is cooled quickly to about 65 degrees Fahrenheit. The cream is allowed to stand at this temperature until it is ripened. The temperature must again be reduced to 52 to 60 degrees before the ripened cream is run into the churn. This reduction of temperature is accomplished by low temperature brine or ice water. The proper churning temperatures vary, but in summer from 52 to 54 degrees is considered to be the average, while in winter, the churning temperature rises to about 56 or 60 degrees Fahrenheit."

This bulletin will be sent free to anyone interested.

The C. P. News.

Volume 1, Number 1, of The Creamery Package News has reached our desk. It is a new monthly house organ for milk dealers and dairymen. It is a snappy, well printed, well edited little magazine, the purpose of which is outlined in the editorial introduction. It reads:

About Myself.

"I am very young; so young, in fact, that I have to feel my way along. Notwithstanding my youth, I am very ambitious. I feel as if there was a place in the world for me. I may not find it just at first, but I intend to keep right on until I fit.

"If I make mistakes at first or stumble off the road, I will appreciate it if you will help me back. Do it gently, however, as sensitiveness is an attribute of youth, and I am very young.

"I have only one or two very well defined ideas as to what to do with myself. The most important is to be helpful. If I do not succeed in that I want to die young and get out of the way. I want to help you, because if I do not I will not be welcome when I visit you, and that will hurt my feelings and make me wish I had never been born. I want to help the people who pay my board and clothes and traveling expenses, else I will soon go naked, starve to death and in every way disgrace my name and my upbringing.

"So you see I have some job. But I am willing to work hard. No old veteran in the service feels stronger than I do. I am the youngest of a large family. My work differs from any of the rest. I shall not crowd or walk on any one's toes except by mistake.

"If I succeed, as I hope to, the whole family will be happier and healthier because I came.

"I will tell you more about my hopes and plans next month. The 'C. P. News.'"

Here is another monstrosity in the animal kingdom better than the horse with one arm. The Vandalia Mail tells of a paper in Oklahoma that contained the following advertisement: "Full-blooded cow for sale, giving milk, three tons of hay, a lot of chickens and several stoves."

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

I notice in the September 1st issue of The Creamery Journal that the editor wants to start something relative to state-wide cream grading, and speaks of what is being done in Missouri along this line by organization of the creameries with this in mind.

I very much fear that they will not make a success of it. I believe the poor cream evil has gotten to such a stage that it will require government regulation before we will see the time when we will get all good sweet raw material as we used to in the whole-milk days. It is a question if any government regulation would hold if it were drawn so only sweet cream were allowed; yet if the bars are let down so sour cream is accepted I fear we would still be up against it for where would we draw the line.

I suppose about four-fifths of us are eating butter that is made from cream that was sour when received and a good share of the time it is pretty fair butter, much better than one would expect from the kind of cream it was made from. I do not believe it is deleterious to health, and that is what must be proven I suppose before a case can be made, so when we begin to figure it out there are so many ins and outs to the matter that it is pretty hard to say how to handle it.

It would not take two months to do away with all the bad cream business, at least in the dairy states like Minnesota, Iowa and Wisconsin, if it were not for the competition we have. Some of us remember how we used to turn down milk at the weigh room door just because it was smothered, had not been aired out enough, etc., and there was no serious complaint made then by the patron. He knew what was required and he met those requirements or took the consequences as a matter of course. But not so now. If we want to stay in business, we hardly dare to mention the matter of quality as the farmer is so independent.

The biggest trouble outside of the com-

petition, that helps on this poor cream problem, is the fact that we have so few dairymen furnishing cream to our creameries. Most of our patrons have only a few cows, and if the truth were known no doubt half of those do not pay their board, and they have so little cream that if it has to be delivered sweet, they would figure that it did not pay, and the few cents more they would get would not pay, the way most of them handle their cream business—each one delivering his own cream whenever it is convenient to come to town.

Again if it were not for this competition it would not be so hard to get out and talk them into neighborhood routes and get them to see that the extra price would pay as they would not have to make any more trips than they are doing now.

It sure takes more than just advertising and paying even as much as 5c premium for sweet cream to get them in line. We have been paying 3c premium and have hardly been able to keep enough ahead for our ice cream business. We did run short for a time and offered 5c premium and got a few more to bring sweet cream but no large number as one would suppose.

It seems as though the farmers have a notion that almost anything is all right for the cream—poor sanitary conditions clear through from the cow yards to the cream can. Personally I do not believe we will overcome this condition unless better sanitary conditions are demanded by the government and that would be a bigger job to enforce than finding a way to raise \$100,000,000 special revenue that the government is working on these days. As long as it is possible to get nearly as much for butter made from poor cream as is paid for butter made from fine cream, I imagine it will continue to be made. So many of the consumers are unable to know from where their butter comes and so many of those who are manufacturing the butter from this poor cream have by their sales departments worked up an outlet whereby they are getting fancy prices for it, consequently they

are not going to order a grading which would at once cut down their supply. They would rather pay a little less for the material, take a little less for the butter and still have about the same profit.

When I started to write this I had an idea that one could work out some plan or idea that would look good on paper at least, but the more I think of it and study the different branches of this question it just gets too big to handle. Although I do not know how the government could handle it, I still believe it will have to be put up to the government rather than the states, if it is solved.

New York State Fair Butter.

Class No. 1.

John Armstrong, Lisbon Center.....	95½
C. B. Alvard, Willett.....	94
A. J. Barrows, Pompey.....	95
F. X. Baumert & Co., Antwerp.....	96
E. C. Burt, Clyde.....	94
F. A. Brown, Winthrop.....	94½
M. J. Beswick, Madrid Springs.....	94
Charles Barlow, Vernon Center.....	92
W. L. Burtis, Cincinnati.....	93
Charles Benly, West Laurens.....	95½
Leon S. Cuyler, Manorkill.....	95½
David R. Chelton, Prattburg.....	91¾
John B. Clark, Carthage.....	95½
Arthur E. Clark, South Butler.....	95½
Roy A. Calkins, Silver Springs.....	94¾
A. J. Dutton, Rock Glen.....	95
Lon J. Dubuque, Peru.....	95½
W. H. Dooley, West Chazy.....	94½
E. D. Darling, Beaver Meadow.....	94½
R. N. Forlinger, Ellenburg Center.....	93½
Ralph C. Fowler, Auburn.....	94½
Fred S. Garrison, Cortland.....	91
Earl Harter, Otisco.....	95½
I. S. Harter, Spafford.....	93
Glen Harter, Borodino.....	96
H. E. Huntley, Kirk.....	94½
R. Hibbard, Pharsalia Hook.....	95½
J. C. Jasmere, Dickinson Center.....	95½
H. I. June, Hornell.....	92½
R. H. Keese, Lisbon.....	94¾
Kelley Brothers, Lysander.....	94
A. H. Loope, Cincinnati.....	95
Grover Loomis, East Pharsalia.....	95½
George Mellon, Holland Patent.....	95½
Henry Mullen, Camden.....	91¾
Leo Murphy, Ogdensburg.....	93¾
Henry Nichols, Churubusco.....	95½
Newark Creamery Company, Newark.....	93½
James O'Connor, Moria.....	95½
Ogdensburg Creamery Company, Ogdensburg.....	95½
John O'Neil, West Chazy.....	95½
Robert H. Parks, Potsdam.....	94¾
O. P. Petherplace, Norwich.....	92½
W. M. Pforter, Lincolnton.....	94¾
Parishville Creamery Co., Parishville.....	95½
D. F. Rooney, West Chazy.....	95
A. Reynolds, Brainardsville.....	93½
T. Reynolds, Malone.....	94¾
Richardson-Beebe Co., East Aurora.....	96
Richardson-Beebe Co., East Aurora.....	95½
Richardson-Beebe Co., East Aurora.....	96½
Richardson-Beebe Co., East Aurora.....	96
F. Richart, Pharsalia.....	95¾
Rosemary Creamery Co., Adams.....	96¾
E. A. Razez, Greenwood.....	95½
L. W. Smith, Burnhams.....	94¾
Stiles & Erwin, Moira.....	95¾
Stiles & Erwin, Moira.....	94¾
J. A. Smith, Oak Hill.....	95½
G. G. Snell, Madrid.....	95½
F. H. Steward, South Plymouth.....	93½
H. L. Smith, Crittenden.....	95½
E. B. Tucker & Co., Hannibal.....	95½
G. A. Tarbell, Smithville Flats.....	95½
F. Turck, Holland Patent.....	94¾
G. Van Antwerp, Port Byron.....	93
G. C. & C. E. Walker, North Bangor.....	94¾
L. H. Wylie, Champlain.....	94¾
J. Yousey, Glenfield.....	93½
H. J. Randalls, Ogdensburg.....	93¾

Class No. 2.

John Armstrong, Lisbon Center.....	95½
A. J. Barrow, Pompey.....	94¾
E. C. Burke, Clyde.....	94½
M. J. Beswick, Madrid Springs.....	95½
C. Barlow, Vernon Center.....	96½
L. L. Blancher, Willet.....	95
C. Benly, West Laurens.....	93¾
L. S. Cuyler, Manorkill.....	94½
J. B. Clark, Carthage.....	94½
E. H. Chase, Brainardsville.....	95½
R. A. Calkins, Silver Springs.....	95½
Clarence Creamery Co., Crittenden.....	95½
E. D. Darling, Beaver Meadow.....	95½
R. C. Fowler, Auburn.....	93¾
E. Harter, Otisco.....	95½
I. S. Harter, Spafford.....	95½
W. E. Hall, South Butler.....	95½
W. E. Halls, South Butler.....	95½
Glen Harter, Borodino.....	96
H. E. Huntley, Kirk.....	95½

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

R. Hibbard, Pharsalia Hook.....	94
J. C. Jessmer, Dickinson Center.....	96 1/2
H. I. June, Hornell.....	95
R. H. Keese, Lisbon.....	95 1/2
Kelley Brothers, Lysander.....	95 1/2
G. Loomis, East Pharsalia.....	95 1/2
L. Murphy, Ogdensburg.....	95 1/2
Ogdensburg Creamery Co., Ogdensburg.....	95 1/2
R. H. Parks, Potsdam.....	95 1/2
Parishville Creamery, Parishville.....	94 3/4
R. T. Quick, Lake Placid Club.....	94
D. F. Rooney, West Chazy.....	93 3/4
Richardson-Beebe Co., East Aurora.....	96 1/4
Richardson-Beebe Co., East Aurora.....	97
Felix Richart, Pharsalia.....	94
Rosemary Creamery, Adams.....	96 1/4
R. J. Sleyster, Strykersville.....	93
Stiles & Erwin, Moira.....	95 1/4
Stiles & Erwin, Moira.....	95 3/4
John A. Smith, Oak Hill.....	93 1/2
G. G. Snell, Madrid.....	95 1/4
F. H. Steward, South Plymouth.....	93 3/4
H. L. Smith, Crittenden.....	96
E. B. Tucker & Co., Hannibal.....	94
G. A. Tarbell, Smithville Flats.....	95 3/4
G. Van Antwerp, Port Byron.....	95 1/2
G. C. & C. E. Walker, North Bangor.....	95 1/2
Jacob Yousey, Glenfield.....	95 1/2
H. J. Randalls, Ogdensburg.....	95 1/4
Class No. 3.	
Ashantee Creamery, Avon.....	93
F. H. Bennett, Byron.....	92 3/4
M. J. Beswick, Madrid Springs.....	95 1/2
C. Banly, West Laurens.....	94 3/4
L. S. Cuyler, Manokill.....	95 1/4
G. S. Folger, Canisteo.....	94 1/2
I. S. Carter, Spafford.....	95
Kelley Brothers, Lysander.....	95
G. E. Meyer, Scotsburg.....	92 1/4
L. Murphy, Ogdensburg.....	95 3/4
Ogdensburg Creamery Co., Ogdensburg.....	95 1/2
E. S. Phillips, Malone.....	93 3/4
E. S. Phillips, Malone.....	93 1/2
O. Pearsall, Conesus.....	94 1/2
J. A. Smith, Oak Hill.....	93 3/4
H. L. Smith, Crittenden.....	95 1/2
W. J. Savage, Memphis.....	93 3/4



Champion Butter Culture Wins Sweepstakes

AT IOWA AND MINNESOTA STATE FAIRS

Minnesota—G. C. Krapes, Litchfield, Minn. (whole-milk)... 96
Iowa—T. E. Sadler, Oelwein, Iowa (whole-milk)..... 98

Special Notice—An Anderson culture cabinet will be given to winners of highest scores at the Iowa State Dairy Association convention at Waterloo, and the National Dairy Show, Chicago, provided they used **Champion Butter Culture**. To those winners who have a cabinet, \$5.00 in gold.

THE CHAMPION BUTTER CULTURE CO.

Alfred Anderson, Mgr. Litchfield, Minn.

G. Van Antwerp, Port Byron.....	95
G. C. & C. E. Walker, North Bangor.....	95 1/4
L. C. Wood, South Canisteo.....	96
A. G. Wagstaff, Nicholville.....	94

distributed among the producers, and which no doubt aids them very materially in meeting the demands which the "high cost of living" imposes upon many Texans.

Some conservative estimates state that Texas produces on her farms and in her creameries annually a total of 69,993,214 pounds of butter, and consumes 105,000,000 pounds. This shows that Texas, with an estimated population of 4,000,000, consumes approximately 35,000,000 pounds more than she produces, and which, at the average price at which it is sold to the consumers, would yield the sum of \$10,500,000, which is equal to a per capita of \$2.62½ for every man, woman and child in the state; or, to express it another way, if the butter which Texas consumes was equally distributed among her people, every man, woman and child would receive an allowance of 8¾ pounds of butter.

Big Dairy Field in Texas

DEMAND FOR BUTTER AS YET UNFILLED

There are the most inviting opportunities offered in the Texas coastal plains for the lucrative development of the dairy and creamery industries. This is especially true in the first and second tiers of the gulf counties, where the winters are mild and all other conditions seem most highly propitious for the successful promotion of these wealth-producing industries. Texas consumes annually large—yes, immense—quantities of butter, a very large per cent of which comes from other buttermaking states, with freight tariffs added to the cost at which it is sold to the consumers, even to many farmers who could keep and maintain their dairy cattle at a fair profit. Thus writes the editor of the Galveston (Texas) News.

If there were not good profits in maintaining the dairy and creamery industries, then why is it produced in New York, Wisconsin, Kansas and other states and shipped to consumers in Texas, who claim superior advantages for Texas in soil, climate and other natural conditions over those states?

If it is true that butter can be produced here as cheaply as in those states, then why not produce it for ourselves instead of sending large sums annually out of the state, impoverishing ourselves and building wealth for others?

We need not expect to see Texas solve the problem of the "high cost of living" until she pursues a different economic policy, nor can she hope to reach that high plane of industrial development which her splendid endowments in natural resources make possible, as long as she pursues the policy of purchasing abroad such commodities and supplies as she could produce as cheaply, if not cheaper at home? Every dollar sent out of the state to purchase such food supplies as can be produced on our own resources, but it goes to help create

wealth and power for those who would hinder and throw stumbling blocks across our path of progress and development.

Some Facts and Figures.

But, recurring to the vast consumption of dairy and creamery products in the United States and the opportunities knocking at the doors of our coast counties, let us consider a few facts and figures gleaned from the Year Book of the department of agriculture for 1913. During the year 1913 the concentration and receipts of butter at five of the leading cities in the United States—Boston, Chicago, Milwaukee, St. Louis and San Francisco—amounted in the aggregate to 405,323,000 pounds. The lowest average price paid the farmers for this butter on the first day of any month in any of these cities was not lower than 22c per pound. At this price the butter which found a market in these five cities would have yielded the producers the aggregate sum of \$89,271,060. This also gives some idea of the extent to which butter is consumed in the United States.

There is no way of ascertaining just what states produced this butter, but with Texas importing instead of exporting, it is more than likely that she contributed a very considerable part of that large sum which was

Other Disbursements.

In addition to the butter bill, large sums of money also go out of the state annually for the purchase of cheese and condensed milk.

But this is not all. In considering this important question, it might be remarked that there is an incidental loss which comes through our neglected opportunities. The proper development of the dairy and creamery industries would mean the introduction and raising of the best and most valuable breeds of dairy cows—cows that would reward the owners with good profits for their "keep." Experienced dairymen tell us that loss is often incurred in the feeding of cows in the dairy herd that do not yield enough butter-fat to pay for the cost of

(Continued on page 22.)

Wire or write us a price on your storage and fresh receipts of PACKING STOCK BUTTER

Always in the market. Guarantee correct weights and spot cash returns on every shipment. :: ::

B. S. PEARSALL BUTTER COMPANY Elgin, Illinois

New Indiana Organization.

Indiana now has a permanent organization whose purpose it is to develop and improve all branches of the dairy industry in the state and is to be known as the "Indiana Manufacturers of Dairy Products." Together with the State Dairy Association it should be a potent factor in the development of the dairy industry.

The final organization and adoption of the constitution occurred at a meeting held at Claypool Hotel, Indianapolis, on Thursday, August 27.

R. F. Miller, of Topeka, called the meeting to order and introduced Prof. O. F. Hunziker, of Purdue University, who spoke on the "Advantages of Organization." This address was a valuable one and appears in full elsewhere in this issue.

W. W. Marple, of Chicago, was the second speaker and he pointed out in a very able and entertaining manner, the part which the creameryman has played in the development of the central west. Mr. Marple is one of the pioneers in this work and in him the dairy interests have a staunch and capable supporter.

G. L. McKay, secretary of the American Association of Creamery Butter Manufacturers, emphasized the importance of grading cream and stated that in order to compete with foreign butter, which no doubt will enter this country again after the war, we must improve our quality. Mr. McKay says that the only way to do this is to grade the cream and pay a slight premium for the better quality.

The last speaker was C. R. George, of Purdue University, who spoke on the dairy extension work which is being carried on in Indiana at the present time. The work consists of organizing cow testing associations, instructions in school, especially in the keeping of records of feed given to the dairy herd and of the milk production; instructions on the farm in feeding problems and testing the individual production of the cows and exhibition and lecture work. These are vital to the manufacturers, as anything which benefits the producer will, in the end, benefit the manufacturers.

The following officers were elected: President, R. F. Miller, Topeka; vice-president, John A. Risch, Vincennes; secretary-treasurer, C. W. Hale, Indianapolis.

An executive committee consisting of the following men was appointed: Prof. O. F. Hunziker, Lafayette; C. Moore, Marion; Sam Schlosser, Plymouth; E. L. Martin, Markle, and Ed Nance, Brazil.

In order that some constructive work be accomplished by the organization, a com-

mittee of five was appointed to investigate methods of cream grading and report at the next meeting. The following men were appointed: Sam Schlosser, Plymouth; E. A. Marple, Muncie; W. E. Smith, Indianapolis; E. L. Martin, Markle, and Prof. O. F. Hunziker, Lafayette. A motion was also passed to aid in the defraying of the expenses of the Purdue Exhibit at the National Dairy Show this fall.—G. L. Ogle.

At National Dairy Show.

The following meetings and conventions will be held during the National Dairy Show at Chicago, October 22d to 31st:

International Association of Dairy and Milk Inspectors, October 23 and 24.

Holstein-Friesian Association of America, October 26.

Men in charge of cow testing associations, October 26.

National Poultry, Butter and Egg Association, October 26 and 27.

International Milk Dealers' Association, October 26 and 27.

American Association of Creamery Butter Manufacturers, October 27.

Ayrshire Breeders' Association, October 27.

Conference, secretaries of State Dairy-men's Associations, October 27.

Official Dairy Instructors Association, October 27.

Conference of breed secretaries, October 27.

Cheesemakers' "Round Up," October 27.

National Dairy School Alumni Association, October 27, 28 and 29.

National Dairy Union, October 28.

American Dairy Farmers' Association, October 28.

Council of the National Dairy Show, October 28.

National Association of Creamery Managers and Owners, October 28.

American Jersey Cattle Club, October 28.

Dairy and Farm Press Editors, October 28.

National Association of Ice Cream Manufacturers, October 28, 29 and 30.

American Guernsey Cattle Club, October 29.

Congress of Marketing, October 29.

Milk Producers' Association, October 30.

National Dairy Herdsman's Association, October 31.

Cattle Judging Program.

Monday, October 26th—Holstein Cattle Day. Holstein cattle will be judged and the day devoted to advancing the interests of the breed.

Tuesday, October 27th—Ayrshire Cattle

Day. Ayrshire cattle will be judged and the day devoted to advancing the interests of the breed.

Wednesday, October 28th—Jersey Cattle Day. Jersey cattle will be judged and the day devoted to advancing the interests of the breed.

Thursday, October 29th—Guernsey Cattle Day. Guernsey cattle will be judged and the day devoted to advancing the interests of the breed.

Brown Swiss cattle will be judged Tuesday, October 27th.

Special Events.

Friday, October 23d, Grange Day.

Saturday, October 24th, County High School Pupils' Day.

Monday, October 26th, Women's Club Day.

Tuesday, October 27th, Railroad Dairy Department Men's Day; Indiana Day.

Wednesday, October 28th, Milk Dealers' Day.

Thursday, October 29th, Milk Producers' Day.

Friday, October 30th, Ice Cream Manufacturers' Day.

Saturday, October 31st, School Children's Day.

Farrington Favors Cream Grading.

Until Wisconsin creamerymen refuse to pay as much for poor cream as they do for that of superior flavor and quality, they will continue to have difficulty in manufacturing and marketing a superior grade of butter. This is the observation of E. H. Farrington, head of the University of Wisconsin Dairy School, who believes that if Badger dairymen and buttermakers are to successfully compete with the creamerymen of Australia and certain other foreign countries, they must strive to manufacture and market only the superior grades of butter.

Much of the foreign make that is now coming into our markets is a high class product and American butter that is made from sour and tainted cream cannot compete with it.

"Cream grading," says Mr. Farrington, "offers one of the easiest and most effective means of improving the quality of butter produced in the state. This is a simple plan by which creameries agree to pay more for high grade cream, sweet and rich, than for that which is thin and sour. When it means money in their pockets, dairymen will bring in their cream often enough so that it will be sweet when it reaches the factory and with a high class raw product to start with, the creameryman can make a quality of butter that can compete with the best."

Mr. Farrington would have two grades established for cream, the first to be cream having a clean flavor, and containing under a certain percentage of acid and not less than a definite amount of fat; the second grade that having a fair to good flavor and more acid and less fat.

The general adoption of such a system, it is believed, would mean a saving of several million dollars a year to dairymen, for creameries could afford to pay more for butter-fat from which they could manufacture "prime" butter.

The only fault we ever had to find with the Jersey cow is that she is inclined to be sluggish in her movements and given to lolling around without any definite aim in life. We have owned Jersey heifers that were so blamed lazy that they had to be stripped with a suction pump. This can all be avoided by crossing the Jersey with the Arizona coyote. The combination produces a strain that will fight a wall eyed bull terrier to the ropes.—Howard L. Rann.

W. O. SAXTON & CO.

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References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

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PHILADELPHIA

To Investigate Tuberculosis.

Governor Martin H. Glynn, of New York, has announced the appointment of "the commission on the investigation of bovine tuberculosis," which body will undertake a scientific study of the causes of the disease, its economic and health effects upon the state, and report the results of its investigation, with recommendations for legislation looking to the protection of the health of the citizens and the dairy interests of the state.

The commission was provided for at the earnest request of Governor Glynn by the last legislature. An appropriation of \$5,000 is available to defray the actual expenses of the commission. At Governor Glynn's request the commission will meet immediately after its members receive their designations, complete an organization, and put the investigation under quick headway.

Governor Glynn believes that the subject of bovine tuberculosis is one for deep and serious consideration. Dr. Osler recently stated that nine out of 10 of all the inhabitants of the earth are affected with tuberculosis, though fortunately the disease is latent in the majority of people. It is contended that some such conditions may exist in dairy cattle. Royal commissions appointed in Germany and England, and investigating bodies of the health department of the city of New York, have concluded that bovine tuberculosis may be communicable to children.

It is with the view that the state should do everything in its power to protect the health of its citizens and conserve the dairy interests of the state that this commission has been named. The membership of the commission, which was chosen with great care by Governor Glynn so that all interests may be represented, is as follows:

Dr. Theobald Smith, director of the division of animal pathology, Rockefeller Institute; Dr. Herman M. Biggs, commissioner of health, state of New York; Dr. Linsly R. Williams, deputy commissioner of health, state of New York; Dr. Philip Van Ingen, a prominent and active member of the New York milk commission; Dr. Henry L. K. Shaw, professor of children's diseases, Albany Medical College; Hon. Henry H. Law, a prominent dairyman of Briarcliff Manor; Hon. Seth Low, well recognized for his accomplishments in the advancement of farming; Professor Veranus A. Moore, Ithaca, dean of the New York State Veterinary College, Cornell University; Hon. Calvin J. Huson, New York state commissioner of agriculture; A. L. Brockway, of Syracuse, a large breeder of pure bred cattle; Professor H. E. Cook, dean of New York State School of Agriculture at Canton; W. H. Vary, of Watertown, master of the State Grange; Albert Manning, of Otisville; V. Everit Macy of Ossining, superintendent of the poor of Westchester county, a philanthropist who has been energetic in advancing the cause of pure milk; H. J. Wright, editor of the New York Globe; James A. D. S. Findlay, of Salisbury Mills; Judge O. U. Kellogg, of Cortland; Edward Van Alstyne, of Kinderhook, director of the farmers' institutes of the state department of agriculture, and Henry L. Best, of West Sand Lake—all prominent farmers and large breeders of dairy cattle.

To Ask for Grading Law.

Steps were taken at the concluding session of the South Missouri Creamery Association at Springfield, Mo., August 21st, looking toward the obtaining of legislation compelling the buying and selling of cream in Missouri on a grading basis which is now being observed by the society's mem-

bers. A committee was appointed which, after conferring with Eugene Bennett, state dairy commissioner, and experts from the dairying department of the college of agriculture of the University of Missouri, will examine all the dairy laws enforced by the surrounding states. The good points of each will be embodied in the law that will be formulated by the committee and later submitted for the consideration of the lawmakers.

The committee of creamerymen is composed of Maxwell G. Morgan, Springfield; C. W. Kent, Kansas City, and C. E. Kearn, St. Louis. The action of the association is a result of the instructions of Commissioner Bennett in which he established a system of two grades of cream. The standard was put into effect recently and the meeting was called that the members might report on the results obtained. In this way the creamerymen hope to produce a better grade of butter for which they will receive a higher price. With this change brought about they then could pay a better price for the cream. Heretofore, one price has been paid for all cream, the poor cream selling for the same price as the best grade. Under this system the price was averaged, which necessarily caused the best cream to sell at a price below its actual worth.

The members of the association are much elated over the support being given the work by A. J. McDowell, dairy agent for the Frisco railway. Mr. McDowell is a recognized authority on the dairy industry in this part of the state and his co-operation is expected to lend much favorable influence to the movement to raise the standard of the dairy products of the Ozarks.

There was a man from Amsterdam
Who owned a cow in Rotterdam

The war broke out—
And now—just about—
Worthadam.

Want Clearings

WANTED—By October 1st, buttermaker for small farmers' creamery. Must understand pasteurization and starter making. Address B. S. Hill, Dunbar, Ia.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

Let Us Quote YOU A PRICE ON YOUR Printing

YOU'VE got to tell people about it if you have things to sell or they won't know about it.

The quickest, clearest, best way to tell it is by the *printed page*. Multiply yourself—tell a *thousand* people—tell five thousand, and they'll come and buy.

Printing that will sell your stuff is our specialty. We can print *anything* and do it right—from business cards to your finest three-color catalogs. Let us quote you a price.

We'll give you the *right* price, too, and we will add the real *service* that makes the printed page *talk*—sell things—build your business.

Time of Delivery

We will tell you when we will deliver your printing order completed and we will deliver it on that day.

How We Can Make You Low Prices. Read This:

Because we buy paper, ink and supplies by the wholesale. *We print four big papers of our own*, and your job gets in on our own big buying power. *We can figure closer* for we make our big volume of business tell the story. Why not profit by our ability to figure that way?

We can print cheaper because of a big printing plant of our own. It's a whale—we own it, we run it and we've got it organized to save the pennies at every corner for our own printing. We insist on the closest economy. Why don't you get in on that? We will save the dollars for you.

We will give you the price that lets you in on our big capacity—closely organized—efficient printing plant, and we will give your printing every advantage and every saving we make for our printing, high class work and low costs.

Remember, we can print anything you want printed on paper, do it right—do it quickly and save you money. Send your job to us. No matter where you live, let us quote you a price.

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WATERLOO, IOWA

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Wholesale Dealers in

Butter, Cheese and Eggs

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Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

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Smith's Computer

and

The Creamery Journal

both one year, for

\$2.75

Regular price, \$3.50.

Big Dairy Field in Texas

(Continued from page 19.)

the feed they eat. The "dairy calves" which are sold for beef, together with the cows that do not pay for their feed, would also produce an income which would add an appreciable increase to the net cash outcome from the dairy industry.

Then, too, there is the skim-milk that can be fed with profit to pigs and poultry, which in turn would bring in considerable sums of cash to circulate in the community's channels of trade and traffic. Then, again, the manure from the dairy cows and lots can be used for conserving and increasing the fertility and productiveness of the soils on which the herds are kept.

In several of the coast counties there are creameries that are being successfully operated, and where this is the case it is noticeable that the patrons are prospering and the raising of pigs and poultry by the farmers in the community is on the increase.

Some of the Advantages.

But if natural conditions and advantages have been properly represented by experts and well-informed men, let us see what advantages the coast counties have over those big butter producing states which lie in northern latitudes, where the climate is cold and rigid and where the ground is covered with coatings of sleet and snow many months of the year. Here the climate is mild and the ground with a sward clothed in nutritious grasses is bathed in genial sunshine. There, in the cold months, the cattle must necessarily be housed in close and expensive barns, with water and heating appliances supplied at a considerable continuing cost.

Again, when their cattle are turned into lots, covered with ice, snow and sleet, while the stables are being cleaned (and this must be done once a day), they must shiver in the biting cold, and incur the risk of contracting tuberculosis, which disease is quite prevalent among the dairy herds in climates that are severely cold. Here in our coast countries, where the climate is mild and delightful, shelter from cold is scarcely necessary for more than 10 days or two weeks during the entire winter season, and these cold spells come at intervals and are seldom longer than 24 or 36 hours' duration. In the place of turning our milk cows into sleet-covered lots, they can be turned into pastures, meadows and fields to graze on greengrass, alfalfa and burr clovers, rye and oats, where they will not be stung by the icy touch of frosty blizzards. In the place of having to quench their thirst with fetid water in heated stables, they drink from running streams or troughs filled with pure well or artesian water. Again, on the same premises in the coast counties where the dairy herds graze, an abundance of cheap feeds can be grown at a minimum cost, such as corn for silos, sorghum, millet, Kaffir, milo maize, sweet potatoes, turnips, peanuts, cotton seed, peavine and Colorado and prairie grass hays.

Then from the nearby rice and cotton seed oil mills rice polish, oil cake and meal can be purchased at reasonable prices, without the addition of heavy charges for long transportation hauls.

There Are Problems.

But there are problems that must be solved before the dairy and creamery industries can be developed and placed upon a highly satisfactory financial and business basis. First, in considering some of these problems, the fact is not to be overlooked that the dairymen patronizing the creamery must have a sufficient number of butter-fat producing cows before the plant can be put

into successful business operation. To meet this emergency none but the best breeds of milk cows should be kept. The cow, the expense of whose feed and keep entails a loss instead of yielding a good net income, should be sold for beef. The creamery should be equipped with modern, first-class appliances; it should be managed by a worthy and capable business manager, upon a strict economic business policy; its output should be a first-class product that will stand competition in the markets; and all sanitary rules and regulations should be strictly observed and practiced.

Again, the dairymen should be prompt and regular in delivering their milk or cream according to the rules and regulations prescribed by the manager. Sometimes one lot of stale cream destroys the first quality of the butter of a whole churning. System and regularity are among the essentials for the successful operation of a first-class money-making creamery plant.

Again, there are good arguments that can be advanced in favor of the dairymen owning and operating the creameries upon the co-operative plan under the proper business management of a salaried superintendent. This policy is urged, with plausible reasons, upon the theory that if the stockholders are not dairymen they are more interested in securing creamery dividends than in bolstering and maintaining butter-fat prices. On the other hand, if owned exclusively by the dairymen, they would be more or less indifferent to creamery dividends as long as they were realizing good incomes from the products of their dairy farms. There is merit in this argument, and as a rule the creameries that are operated upon this plan are giving satisfaction.

Experimental Creameries.

In fact, it might be a good business policy for the business men in some of our coast country towns, where the resources and environments would justify the experiment, to establish creameries without any view to receiving dividends. The indirect benefits would amply remunerate them if the plant only cleared expenses. Almost any successful creamery pays out for cream between \$4,000 and \$5,000 monthly to the dairymen, and this sum drifts into the channels of trade and helps business very materially in the small towns during the dull months. Again, wherever a creamery is successfully operated in a country town there is a noticeable increase in the poultry and swine products in the surrounding neighborhood, all of which helps trade and promotes prosperity among the people.

"Farmers," said the fair city visitor, "are just as dishonest as the city milkmen."

"How d've make that out?" asked the farmer's wife.

"This morning," said the girl accusingly, "with my own eyes I saw your hired man water the cows just before he milked them."

Send for a specimen of the various blanks which comprise the American System of Creamery Accounting. We have blanks that will save you labor and expense. Write the Fred L. Kimball Co., Waterloo, Iowa.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

Smith's Computer (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.

There is strong talk of establishing a creamery at Girard, Kan.



SHARPLES

THE FACTORY TUBULAR



THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

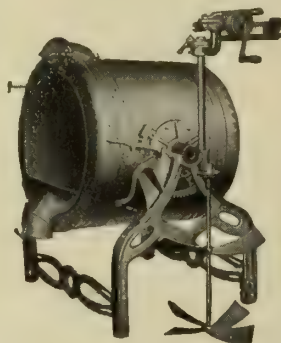
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

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San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere



Tilted—Ready for Pouring. Agitator Disconnected.

Our Trunnion Starter Can Embodies Every Convenience

Preparing starter becomes a comparatively simple operation when made in the Trunnion Starter Can. It embodies a number of conveniences. The Can proper rests on a trunnion, and to empty it you merely tilt the can and pour through a spout at the top. This is the most sanitary way—and sanitation is of first importance in making starter. The can will lock at any angle. The gears are noiseless cut. Clutch on pulley allows it to run idle if desired. Agitator can be removed easily and all can be easily cleaned.

You'll find the Trunnion a long-lived Can. Can is made of heavy copper, and is heavily constructed throughout. The gearing, the steam and water pipes, etc., are supported by the frame—not by the can. This is an important point, for thus the can proper is relieved of the strains of operation.

The Trunnion is a QUALITY Starter Can. You can make QUALITY Starter in it. That's what you want—QUALITY Starter.

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THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 17

WATERLOO, IOWA, OCTOBER 1, 1914

ONE DOLLAR A YEAR

THE CREAMERYMAN

Has a personal interest in the success
of the farmer who brings in his milk

The National Dairy Show

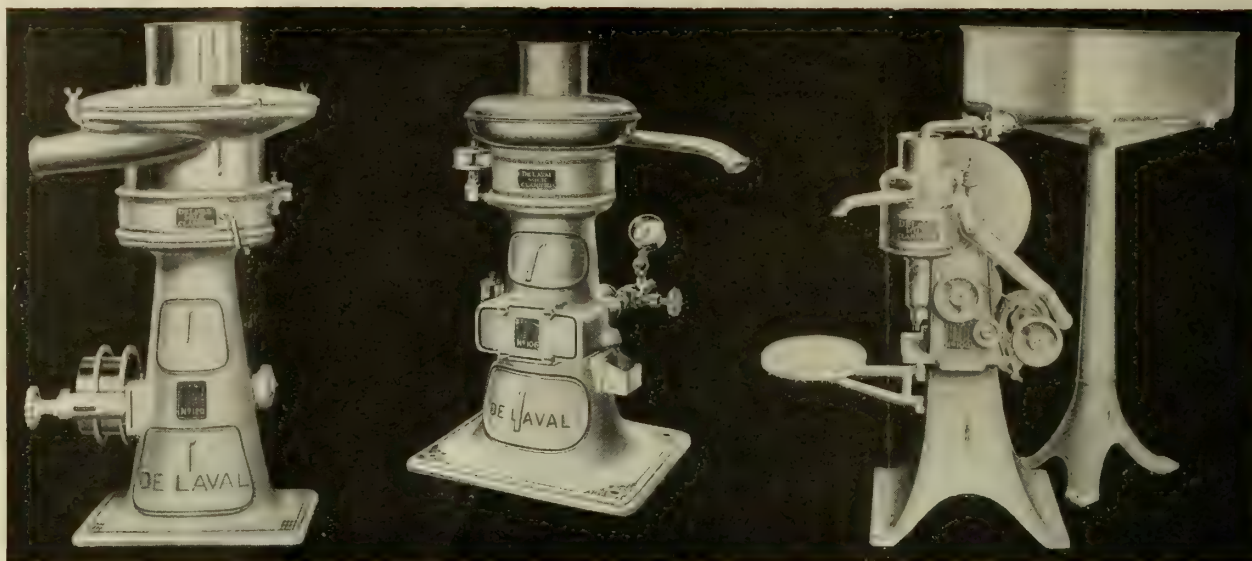
Held At 42d and Halstead Sts., CHICAGO
October 22d to October 31st, 1914

Presents modern methods for highest efficiency in dairying; shows difference in cows; breeding and feeding for best results, and has on view 1500 cows of the best dairy breeds, and forty acres of machinery of every kind and character used in every branch of dairying.

A visit will do you and your trade a world of good. Work up a crowd of your own people to take a trip to this show.
The success of the dairy farmer spells your success.

Write us, and we will give you lots of useful information about the cost of travel and expense while in Chicago.

Several creameries have already chartered trains for excursions.



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

DeLaval Milk Clarifiers

Are rapidly being installed by the most
progressive milk dealers everywhere

The need of cleaner market milk has come to be generally recognized, not only by national, state and city health authorities, but also by the men actually engaged in the milk business—not only those handling milk on a large scale, but also those operating plants of smaller capacity.

Some milk authorities have gone so far as to say that it will be only a question of time until the centrifugal clarification of milk becomes compulsory; in fact, in one or two cities laws compelling the clarification of milk have quite recently been passed.

Milk consumers, too, are demanding clari-

fied milk and the dealer who is wise enough to anticipate and meet the requirements of local health authorities and the general consumer demand for De Laval clarified milk will reap the benefits from such an installation.

No milk dealer who has witnessed a demonstration of De Laval Milk Clarification and has seen for himself the composition of the residue removed from even the best milk by this machine can for an instant doubt the need for thorough clarification, and its benefits.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 17

WATERLOO, IOWA, OCTOBER 1, 1914

One Dollar a Year

Iowa State Dairy Ass'n Convention

IN CONJUNCTION WITH DAIRY CATTLE CONGRESS, OCT. 12th TO 18th

The entire convention sessions and the exhibits of dairy cattle will be held at the Electric Park ground—only a few minutes' pleasure ride from the heart of the city.

To reach the grounds take any of the following street cars: Loop, either direction, or Cedar Falls. The W., C. F. & N. Railway Company will provide ample accommodation for everybody and will operate cars to and from the grounds every five minutes.

The exhibit of creamery and dairy machinery will be in the new mammoth pavilion 200 feet long and 120 feet wide, cement floors and posts, excellently lighted and ventilated. All booths will be 10 feet square, of uniform decoration and every one in a desirable location. A large elevated band stand is in the center of this exhibit hall, under which will be displayed the butter and milk exhibits. The Northey Manufacturing Company, of Waterloo, manufacturers of the famous Northey refrigerators, have liberally provided a handsome cooler built especially for this purpose. It is large and roomy and has one plate glass 6 by 10 feet and one 3 by 6 feet, electric lighted on the inside.

The cattle will be housed in the new permanent cattle barns adjoining the machinery hall. The show and judging ring will be between the machinery hall and cattle barns, with elevated seats. No better accommodations are provided for spectators anywhere.

All convention sessions will be held in the Electric Theatre building, which will seat 1,200 people.

All butter entered will, on arrival, be taken to the grounds and placed in the large Northey refrigerator immediately, where it will be scored on October 8th and 9th. The butter will be on display in this refrigerator all during the week and open to inspection for buttermakers only on Wednesday and Thursday. The number on your season ticket (if you are an exhibitor) will correspond to the number on your tub, which will enable you to pick out your own butter without asking or waiting for the score cards. The tickets, of course, will not be sent until after the butter is scored and the various tubs identified.

All of the cattle judging and most of the cattle parades will be in the judging arena.

TUESDAY FORENOON, OCTOBER 13th

10:30 o'clock, Electric Theatre

Invocation.....Rev. W. F. Spry, Waterloo
Pastor First M. E. Church

Address of Welcome.....Hon. C. E. Pickett, Waterloo
Response.....F. W. Stephenson, Oelwein
Music.

Report of Secretary.....J. J. Ross, Iowa Falls
Report of Treasurer.....E. T. Sadler, Waterloo
President's Address.....W. B. Quarton, Algona
Appointment of Committees—Resolution, Auditing, Legislative.
Adjournment.

Tuesday Afternoon, 2:30 o'clock.

Address.....Prof. R. A. Pearson, Ames
Address—"Soils and Soil Fertility".....
.....Prof. Cyril G. Hopkins, Urbana, Ill.

Discussion.

Address—"Present Leaks on Dairy Farms and How They
May be Overcome".....Prof. H. H. Kildee, Ames

Discussion.

Adjournment.

WEDNESDAY FORENOON, OCTOBER 14th

Buttermakers' Day

Butter Judging Contest, 8:30 to 10:00 o'clock.

10:00 o'clock—Convention Hall

Address—"State-wide Cream Grading," J. J. Sorenson, Albert Lea
Manager Minnesota State Creamery, Albert Lea.

Discussion.

Music.

Address—"Are We Progressing".....
.....J. J. Brunner, Strawberry Point

Discussion.

Adjournment.

Wednesday Afternoon, 2:30 o'clock

Address.....Hon. W. B. Barney, Des Moines

Butter Demonstration.....Prof. M. Mortensen, Ames

Reading of Scores.

Awarding of Prizes.

Wednesday Evening, 6:30 o'clock.

Buttermakers' Banquet at Russell-Lamson Hotel, given by
the Fred L. Kimball Company.

THURSDAY FORENOON, OCTOBER 15th

10:00 o'clock

Open Discussion—10-minute chats.

11:00 o'clock

Election of Officers.

Reading of Resolutions.

Unfinished Business.

Adjournment.

Machinery Hall.

The machinery exhibit this year will be made in the new Exhibition Hall, which is 200 feet long and 120 feet wide. Uniform railing around, and floors in, the booths will be installed by the management and furnished free of charge to exhibitors. Practically all the space has been sold, but parties desiring to exhibit should get in immediate touch with E. S. Estel, Waterloo, Iowa.

Goods intended for exhibition will be received at the Exhibition Hall, Electric Park, beginning October 5th, but no goods will be received on which there are charges of any kind. If bills of lading are sent to Superintendent of Machinery Exhibits, Waterloo, Iowa, goods will be in the Exhibition Hall on the arrival of the exhibitors, and drayage charges at reasonable rates collected.

Convention Hall.

Excellent quarters are provided for convention sessions this year in the Electric Theatre, which comfortably seats 1,200 people.

Butter Exhibit.

Arrangements have been made with the Northey Manufacturing Company to furnish a large plate glass refrigerator, which will be located under the band stand in the Exhibition Hall.

(Continued on page 6.)

Iowa State Dairy Association

38th ANNUAL CONVENTION, WATERLOO, OCT. 13th, 14th, 15th.

Creamerymen, Dairymen, Buttermakers and Farmers of the middle west (especially Iowa): The fairs are over and next comes the 38th annual convention of the Iowa State Dairy Association and Dairy Cattle Congress, to be held at Dairy Show Grounds, Waterloo, Iowa, October 12-18, 1914.

It seems almost needless for me to call attention to the importance of the coming meeting for it goes without question that the Dairy Cattle Congress is the second largest dairy show in America. The fact that the attendance has increased every year since its organization proves beyond a doubt the popularity of the annual meetings. I wish at this time to call your attention to some of the things that to me seem of very great importance to the farmers and dairymen of the middle west. There never has been a time in the history of this country when farm products commanded such high prices as during the past year, and many farmers, dairymen and feeders of beef cattle and hogs are wondering if it pays to feed this high priced feed to milk cows. While we are wondering and figuring where the profit comes in, we must consider also the necessity of retaining the fertility of the soil and in order to do this we must utilize the feeds on the farms. Soil fertility is of much more importance than the possibility of better returns from selling the crops off the farms. But there is one thing that we all agree upon and that is better stock and more up-to-date methods of feeding and caring for this stock; also improved and better appliances to handle

and care for the raw material and this is where the importance of visiting the convention and Dairy Cattle Congress comes in.

Realizing the necessity of bringing the breeder, the farmer, the creameryman, the commission man, the buttermaker and the supply man into closer relationship with each other, the Iowa State Dairy Association six years ago organized, in connection with their annual convention, a dairy cattle show. The result was that where formerly only a few hundred people were in attendance at the annual meetings thousands now visit the convention and cattle show. The success of the undertaking has been so great that the Dairy Cattle Congress is considered to be the second largest show in America, and the 1914 show bids fair to eclipse anything ever held before.

At this convention and dairy cattle show the breeder will come in contact with more intelligent farmers and dairymen than at any other meeting in America. The farmer will meet the breeder and have occasion to see 1,000 of the best dairy cattle in the world. He will also meet the creamery secretary and manager, the buttermakers, the butter buyers, the manufacturers of dairy apparatus and supplies, in fact kindred interests will have an opportunity to rub shoulders with each other and together will represent all branches of dairy farming and modern agriculture.

The Iowa State Dairy Association has prepared a splendid program for the sessions. Men of national reputation will discuss problems of vital importance to the farmer, dairyman and buttermaker. Be sure to attend these meetings or you will miss a treat; also visit the cattle barns and see America's finest dairy cattle in competition for the \$10,000 premium fund offered for prize winners. The exhibition hall filled with every conceivable device for better and more economic handling of dairy products invites your inspection and there are also acres of space outside the buildings which have been reserved for exhibition purposes.

During the week will be held the 38th annual convention of the Iowa State Dairy Association, the third annual convention of

the Iowa Milk Dealers' Association and meetings of several other organizations which will be announced at the convention. In fact during the entire week there will be something doing all the time which will be of interest to every man, woman, boy or girl in attendance at this great show. Besides the regular program sessions there will be continual band concerts and daily parades, the electric park will be going in full blast and best of all you cannot afford to miss the biggest treat on Wednesday, October 14th, the United States Marine band of 75 pieces will give concerts afternoon and evening. This is beyond doubt the greatest band in the world on their first trip west of Chicago. It simply means a chance in a lifetime to hear this wonderful band.

To the buttermakers of Iowa I wish to say that I am depending upon your support to get out the largest exhibit of butter ever assembled in Iowa. You have loyally stood by me in the past, which I certainly appreciate, and I want each of you to respond again this year. Let's show Minnesota and Wisconsin that Iowa is A-1, when it comes to showing exhibition butter. Jim Sorenson says the National convention next March will see a neck and neck race for the banner. We must line up for the race and at Waterloo convention is the place to work out. Last year more than \$1,000 was distributed in the premium fund for creamery butter and we are safe in offering as much or more this year. Besides the pro rata money, the association offers to the winner in each class a gold medal; to the second in each class, a silver medal. Special prizes are also offered by the J. B. Ford Company, Chr. Hansen's Laboratory and the Preservalline Manufacturing Company. In the butter judging contest the association offers to the winner, a gold butter trier; to the second, a silver butter trier; to the third, a nickel butter trier. All pro rata money will be paid exhibitors on Wednesday, October 14, buttermakers' day. Remember your number on your membership card corresponds to the number on your check, please call by number. The same number will also appear on your tub. I would advise that you procure a 20-pound tub at once as the butter should arrive at Waterloo as early as Tuesday, October 6th. The scoring will take place on Thursday and Friday, October 8th, and 9th. The butter will be scored by Prof. Mortensen and F. L. Odell, assisted by F. D. Warner and R. E. Clemons. Make the best tub of butter that you can, send tub to Waterloo about October 5th or 6th, come to convention October 13th and 14th, buttermakers' days and help make this meeting the most successful and profitable of all. I hope to meet you all at Waterloo.—J. J. Ross, secretary.

H. S. PENNYPACKER

A Splendid Jobbing Outlet for

BUTTER OF ALL GRADES

References: Commercial Agencies; The Creamery Journal.

102 Vine St., Phila.

P. F. BROWN & CO.

43 South Front Street

The Philadelphia Butter House

Direct from Creamery to Retailer

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.

Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
Warehouse: 209 W. South Water St.,

Long Distance Phone, Main 3184.

A. J. M. Murdoch & Co.

BUTTER

WANTED: ALL GRADES

39 So. Water St., PHILADELPHIA

Liberal Advances and Square Deal



J. J. Ross,

Secretary Iowa State Dairy Association.

Spokane Inter-State Fair.

Eastern Creamery Butter.

	Score
A. Kristensen, Luck, Wis.	94 1/2
A. H. Hed, St. Helaine, Minn.	94
E. E. Dennison, Beltrami, Minn.	93
Emil Schudeiske, Carlos, Minn.	92 1/2
S. M. Jacobs, Pierz, Minn.	92
F. W. Dehn, New Ulm, Minn.	91 1/2
C. A. Nurel, Soldiers Grove, Wis.	91 1/2
A. Rasmussen, Ottertail, Minn.	91 1/2

Inland Creamery Butter.

John G. Howe, Stevensville, Mont.	95 1/2
Hazelwood Co., Spokane, Wash.	94 1/2
P. Pallesen, Calgary, Alberta	93 1/2
Hazelwood Co., Walla Walla, Wash.	93
Odessa Creamery Co., Odessa, Wash.	92 1/2
Schallinger Produce Co., Spokane, Wash.	92
A. A. Oswald, Portland, Ore.	92
Pend d'Oreille Cry. Co., Sandpoint, Idaho.	91
Hazelwood Co. (P. Donnell) Caldwell, Idaho.	90 1/2

Sweepstakes.

Highest scoring creamery butter, eastern or inland empire creamery butter, John G. Howe, Stevensville, Mont. Score 95 1/2

Since Buttermakers Made the Discovery

Because of their technical knowledge it was an easy matter for buttermakers to readily determine that



gave better cleaning service and better value than any cleaner they had formerly used. Since this discovery their appreciation for Wyandotte Dairyman's Cleaner and Cleanser has never lessened. In fact, their appreciation has invariably strengthened because of the positive assurance which continued use has given them, and because of the absolute uniformity and equal value of every barrel of Wyandotte Dairyman's Cleaner and Cleanser.

This greater appreciation for Wyandotte Dairyman's Cleaner and Cleanser as a cleaning agent where milk or milk products are handled is shown by the fact that four butter and cheese makers out of every five now use it.

Indian in Circle



In Every Package

Your supply dealer can ship you a keg or barrel. Order a barrel, put it to work and watch the results.

The J. B. Ford Company SOLE MNFRS. **Wyandotte, Mich.**

This Cleaner has been awarded the highest prize wherever exhibited.

"Cut 2 Points On Appearance"

...From Market Report, Sept. 16th, 1914.

"Not long since, a fancy creamery was cut 2 points on appearance because the tubs had been so battered in transit, that, notwithstanding considerable patching up by the porter, they were really in too bad shape to show to good trade."

"Two buyers had refused to look at the butter, and when a purchaser was found the price had to be shaded 1c a pound."

"The cut of 2 points in the score on style, reduced the grade of the butter below an extra."

What These Creameries KNOW

The Creameries that ship in Schmidt Bros. tubs use these tubs because, from their superiority of construction, they will, first of all, convey their shipment in transit safely, and present it before Buyers in the most sound and attractive condition. They know that, at the price asked, they obtain in Schmidt Bros. Tubs, the **Best Value in Transit Insurance.**

These Creameries know Schmidt Bros. tubs to be the best made and most substantial tubs obtainable, and that they will carry their shipments safely in transit and present it in such attractive shape at market as to attract **high price paying Buyers.**

The Creameries using Schmidt Bros. tubs know the advantage and value in using tubs which present their shipment at market in such condition as to receive the full **Five Points** allowed on Style. They will not chance a cut of even a **fraction** of a point on Style, which might reduce their butter to a lower class and oblige them to accept a lower price for their butter.

TO SUM IT ALL UP—Users of Schmidt Bros. tubs wish their butter carried in transit and presented before the Buyers at market in the best and most salable shape.

This is why these Creameries use Schmidt Bros. tubs in preference to all others.

ELGIN BUTTER TUB CO., Schmidt Bros., Props., ELGIN, ILL.



Iowa State Dairy Ass'n Convention

(Continued from page 3.)

Cattle Exhibit.

All cattle are in the new cattle barn, separated from the Exhibition Hall by the judging and show ring. There is room in this barn for 1,000 cattle. For full particulars as to premiums, etc., in connection with the cattle exhibit, address the general manager, Hugh G. Van Pelt, Waterloo, Iowa.

Special Notice.

The annual membership fees of the Iowa State Dairy Association are \$1.00. Every person paying a year's dues will receive a free season admission ticket to the grounds and also their choice of a year's subscription to Kimball's Dairy Farmer, Successful Farming or the Register and Farmer.

Admission fee for other than members is 50c daily.

Where To Buy Your Tickets.

The secretary, personally, or some one representing him, may be found at all hours of the day in office at both entrances to Electric Park, where the show and convention will be held.

Official Butter Judges.

The butter will be scored by Prof. Mortensen, of Ames, and F. L. Odell, U. S. Dairy Division, of Des Moines. They will be assisted by F. D. Warner, of Northwood, and R. E. Clemmons, of Burt.

Association Headquarters.

The Iowa State Dairy Association will have headquarters in Machinery Hall.

Music.

The United States Military Band, famous throughout the country, will give concerts on the Dairy Cattle Congress grounds Wednesday, October 14th—Buttermakers' Day. This organization consists of 75 of Uncle Sam's best musicians, and this is the first time they have appeared in Iowa.

Private Rooms.

All parties wishing quarters at private homes may secure them by applying at the Secretary's headquarters in Machinery Hall.

Every Person Making an Exhibit Must Comply With the Following Rules:

- But one entry will be received from any one creamery.
- No exhibitor will be allowed to make more than one entry.
- No package weighing less than twenty pounds will be received for competition.
- Butter sent by express should be well wrapped and the twenty-pound tub placed in a sixty-pound tub for shipment.
- Do not pack with sawdust.
- Attach plainly addressed shipping tag to the outside. Use enclosed shipping tag if you have none.
- Tack card marked "Important" on twenty-pound tub.
- Address all packages to J. J. Ross, Superintendent Butter Exhibit, Waterloo, Iowa.
- Do not prepay express charges.

When to Ship.

Exhibitors should ship their butter early, so as to arrive at Waterloo not later than Tuesday, October 6th. It will be scored October 8th and 9th.

The butter will be sold by the Association during the Convention, and balance of money left from the sale after paying the freight or express charges and deducting one dollar for the annual dues for the exhibitor (which includes membership in the Association and admission to all sessions of the convention and dairy show), if any balance remain, will go to the Association.

All premiums will be paid to the exhibitor whose name is signed on entry blank.

Checks for premiums will be issued on Wednesday, October 14th, Buttermakers' Day.

Prizes.

The Association is pleased to be able to offer the following prizes:

For the best package of whole-milk butter, a gold medal, suitably engraved with the winner's name and score, will be given.

For the second best package of whole-milk butter a silver medal, suitably engraved with the winner's name and score, will be given.

For the best package of butter made from gathered cream

(Continued to page 22.)

.....

Gude Bros., Kieffer Co.

..... DEALERS IN

FANCY CREAMERY
BUTTER AND EGGS

21 Jay Street NEW YORK

Branch, 98 Mulberry St., Newark, N. J.

REFERENCES: Irving National Exchange Bank, N. Y.; Fidelity
Trust Co., N. Y.; Union National Bank, Newark,
N. J.; Clinton Trust Co., Newark, N. J.; Commercial
Agencies.

.....

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

National Dairy Show Butter

MUST ARRIVE IN CHICAGO NOT LATER THAN OCT. 17th

You are cordially invited to participate in the competitive display of dairy products at the forthcoming National Dairy Show. Personal interest and state pride should prompt you to enter your products in competition, as by comparison alone can we arrive at the progress we are making in our business interests as individuals or states.

Rules Governing Exhibits.

Rule 1. Exhibits of butter and cheese must be made in the name of the creamery or factory or maker and entry form must show the name of factory and of the maker and give name and postoffice address of the creamery or cheese factory.

Rule 2. Superintendent will see that all marks indicating ownership of goods, except identifying number, are removed before the same are placed on exhibition.

Rule 3. No exhibitor will be allowed on awarding committee.

Rule 4. All entries must be made subject to the same general rules and regulations as govern other departments of the show.

Rule 5. Only one entry in any one class allowed from each creamery or factory. Complimentary scores will, however, be given on additional entries. Exhibitors must indicate which entry is for contest.

Packages should be carefully wrapped and plainly marked and must be shipped to arrive not later than noon Saturday, October 17th. Name and address of exhibitor should appear on tags both on inside and outside of package. Ship by express, charges collect, except milk and cream on which express charges must be prepaid. Use shipping tags furnished by the association and mailed with entry blanks, on all packages.

Creamery Butter.

Creamery butter is that made from the milk or cream of two or more herds assembled for purpose of manufacture. Whole-milk butter is butter made in a creamery where milk or milk and cream is received. Hand separator butter is butter made from hand separator cream. Each entry shall consist of 10 pounds, which shall

become the property of the National Dairy Show, who will pay entry and express charges. Any entry containing in excess of amount required, exhibitor will be paid for excess at rate sold for after deducting expenses.

Whole-milk Butter.

To highest scoring entry—Gold medal or trophy.

To highest scoring entry from each state, provided score is not under 90—Silver medal.

To next highest score from each state, provided score is not under 90—Bronze medal.

To each entry scoring 90 or over on which no medal is awarded—Diploma.

Hand Separator Butter.

To highest scoring entry—Gold medal or trophy.

To highest scoring entry from each state, provided score is not under 90—Silver medal.

To next highest score from each state, provided score is not under 90—Bronze medal.

To each entry scoring 90 or over on which no medal is awarded—Diploma.

Dairy Butter.

Dairy butter is that made from one herd on the farm where produced. Packages must contain at least five pounds. If pound prints are sent include five. Butter will become the property of the National Dairy Show, who will pay all express and entry charges. Any entry containing in excess of amount required, exhibitor will be paid for excess at rate sold for after deducting expenses.

To highest scoring entry—Gold medal or trophy.

To highest scoring entry from each state, provided score is not under 90—Silver medal.

To next highest score from each state, provided score is not under 90—Bronze medal.

To each entry scoring 90 or over on which no medal is awarded—Diploma.

Copies of the premium list, entry blanks, shipping tags, etc., will be mailed on application to W. E. Skinner, 817 Exchange Avenue, Chicago.

Examination in Indiana.

Owing to the demand for testers' licenses under the new Indiana Creamery and Tester's License Law, the dairy department of Purdue University Agricultural Experiment Station, will continue to hold examinations on the first Monday of each month. These are held in Smith Hall, Purdue's new dairy building, West Lafayette, Ind. Next examination will be held at 8 a. m., October 5th.

This new law has served to standardize cream and milk testing in the state of Indiana, since all testing must be done by a licensed tester, using standard glassware and the standard methods. This insures an accurate test for butter-fat, which benefits the producer and buyer alike.

Circulars, Nos. 41 and 42, of the Purdue Experiment Station, explain this law and the rules of the examination thoroughly and also the operation of the Babcock test. Before coming to Purdue each applicant should secure a copy of each and study them carefully. They may be secured free by addressing Prof. O. F. Hunziker, chief of Department of Dairy Husbandry, Purdue Experiment Station West Lafayette, Ind.



R. E. Clemmons, Burt,
Who will assist the official judges in placing scores
on I. S. D. A. butter.

THE MARKETS

CHICAGO.

Trade Temporarily Dull—Fancy Butter Goes Well—Consumption Halting.

[By The Creamery Journal Staff Correspondent.]

The general situation in the local butter market for the past week has been a little dull, and the trade has lacked a strong tone. The previous week, however, did not reflect this condition, and it is probable, in the opinion of the commission men that the present lack of tone is only one of those transient periods of gloom which strike the best markets.

Buyers are still inclined to believe that the price is too high, especially on the extra creamery grades. However, the trade in fancy butter has been good, and all that has arrived here has moved well at the market quotation. There has been a steady demand for good medium grade butter, but consumption is beginning to be limited owing to the advance in price as the fall season approaches.

Trade has been active in storage butter for the past two weeks, but the demand for fresh butter is still so strong that commission houses are making the strongest possible efforts to fill all orders, especially for local consumption.

Dan Coyne Jr., of Coyne Brothers, 119 S. Water street, returned last week from a trip to Wisconsin, where he went to attend the Wisconsin State Fair at Milwaukee. "I was surprised at the excellence of the butter display at the fair this year," said Mr. Coyne, "and I am sorry that more buttermen were not present. I had the pleasure of shaking hands with a large number of our shippers, however, and they joined with me in praising the display. Unlike a good many fairs of the sort that I have attended, the butter was placed in refrigerators and cases with glass doors, so that it could not be reached by the public. The result of this was that the butter on display kept its fine appearance and showed its fine workmanship all through the progress of the fair."

Joe Borden, of the S. S. Borden Co., 220 W. South Water street, was interviewed last week on a variety of topics, relating to other things as well as to the produce business. "I suppose you would like to know how it feels to be the winner of the silver loving cup offered by the cold storage houses to the victor in the grand tournament of the South Water Street Golf Club? Well, it's a pretty fine feeling. I am a great family man, you know, and anything that adds to the attractiveness of the sideboard makes a hit with me. In regard to the butter situation at the present time, I am of the opinion that prices are too high. I think stock would move faster and that it would be better for the entire market if prices were a little lower. Considering the season of the year they are entirely too high. Of course there is some reason for this, as the European war has killed all hope of getting butter from foreign shippers to any extent, and the amount in storage, according to the recent report, is not by any means vast. However, there is this to be considered: the economic limit of consumption has about been reached by the present market. When butter or anything else rises above a certain point, you know, the people simply get along without it. The produce dealers get blamed for a lot of things that are the fault of the retail grocer. For instance, the retail grocers have during the past month hampered the butter market to a considerable extent by not fol-

Another Grand Prize Added
270 at the Central States Butter Con- **270**
 test, Mason City, Iowa, won by
FIRSTS FRED DEHN, New Ulm, Minn., Score 97, using **FIRSTS**

Chr. Hansen's
DANISH BUTTER COLOR

THE RELIABLE COLOR WITH THE GOLDEN
 JUNE SHADE—FAMOUS AS A PRIZE-WINNER

Order the Prize-winner from your dealer Now.

CHR. HANSEN'S LABORATORY
 Milwaukee, Wis. Little Falls, N. Y.

lowing suit rapidly enough in lowering their prices to the consumer following a decline in our prices. The result has been to discourage the consumption of butter, and to give encouragement to that ever growing rival of butter, oleomargarine. The amount of oleomargarine consumed in Chicago is growing every year, and sufficient perfection has been reached in the manufacture that poor people would about as soon have the oleo as the butter, considering the difference in the price. We intend to transact our usual extensive business in poultry, butter and eggs this winter."

W. D. Collyer, of W. D. Collyer & Co., 203 W. South Water street, was not at all garrulous in expressing his views on the butter market. "My opinion on the present butter market is worth no more than that of any other man," said Mr. Collyer modestly, "and if I knew anything worth while I think I would keep it to myself. Telling all you know to the trade press is to shout your plans from the house top and warn all your competitors in order that they may be able to head you off when you try to start anything. I might say, however, that I am much impressed with the way foreign nations are buying butter in the markets of this country. We have not felt the effect out west here yet, but the wave is on the way, and I think it is only a matter of a short time until this market will be shipping butter directly to the countries now involved in the present war. The production over there has been practically ruined, and these countries must have butter. We are the logical nation to fill the gap. London has long been buying sugar and meat from this country, and butter is only another step. Of course the result will be to create a strong market, and I think there is little doubt that we are destined to have one of the strongest butter markets this fall and winter that we have ever had. Prices ought to be such in a short time that shippers will be able to see salmon-hued visions of wealth, and then turn these visions into realities."

The establishment of the McCarthy Produce Co., 227 N. LaSalle street, was threatened by a bad fire which started one night last week in the adjacent building. The fire

started on the ground floor of a delicatessen supply house and gutted the first three floors of the building. The flames broke through the walls in several places and only the prompt action of the firemen saved the quarters of the McCarthy Produce Co. from being invaded by the blaze. During the progress of the fire one of the firemen fell six stories down an elevator shaft and was killed. Police declared that the fire was of incendiary origin, as a large quantity of gasoline and waste was found in the rear of the establishment where the flames started. An investigation is being made both by detectives and representatives of several insurance companies involved in the loss. The damage to the McCarthy Produce Co. was for the most part due to the water which was poured into the building to prevent it from catching fire.

As forecast several weeks ago in The Creamery Journal, a municipal market has been opened in Chicago. It is located in the heart of one of the poor districts, and is in charge of a woman, who has the title of "market mistress." The municipal markets commission is in charge of the venture. Five days of operation have not put the legitimate produce dealers out of business, and in the opinion of many of them, will never have this distressful result.

John M. Low, of Wayne & Low, who is one of the brightest minds on the street in viewing questions of plain economics, said to the writer last week:

"I am aware that a municipal markets commission has been established, and I must say that I am sorry. These people, I believe, really wish to do some good and make the burden of the poor easier. It is therefore too bad that the municipal market is doomed to failure before it starts. It

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Will pay a price for quality. Send us a sample shipment.

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References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

will fail for a large number of reasons. The most important reason is that it will not be patronized. People in the immediate neighborhood may patronize it but the thousands of people living in other sections of the city have not the time to reach it. Then again, if the municipal markets commission imagines that it will be able to get produce from the farmers cheaper than we can, the members are mistaken. The farmer of today is on the job. He reads the newspapers and he knows the prices just about as soon as we do. He has a definite notion as to the value of his produce, and he insists on getting the same every time. Therefore the day will soon arrive when the municipal market will begin to lose money. The failure will soon follow, and the lesson will be learned by these well meaning but impractical people that the present means of distribution is the most economical possible. This municipal market is largely the result of an agitation on the part of people who are constantly trying to live beyond their means, and are therefore constantly grumbling about the high cost of living. If they would reverse the phrase and say the cost of high living, they would be nearest to the truth. No, the produce trade is not disturbed by the establishment of the municipal market. Our feeling is rather one of sympathy, and I think you will find that this is the case if you interview the leading commission men here on that topic."

Thus far, in addition to butter and eggs, the municipal market has not handled anything but vegetables. The newspapers of the city, continuing their policy of "panning" the produce trade, have been giving a great deal of prominence to the municipal market. They even went so far as to hint last week, that produce men were behind an attack made by some ruffians on a farmer who was returning home after having delivered a load of produce at the municipal market. Farmers are given free space in the market, but peddlers are charged 10c a day to enter the stalls. Prices are regulated by the municipal market mistress under the auspices of the municipal markets commission.

BOSTON.

Slight Break in Values—Unexpected Supply and Falling Demand.

[By The Creamery Journal Staff Correspondent.]

The butter market has experienced a decided change within the past two weeks. Prices held up pretty well till a week ago, when under the influence of more liberal offerings than were expected and a falling off in the demand, sellers became anxious to move more goods, and yielded a little in price. This, instead of increasing sales caused buyers to hold back, and the result is a break in values all round. Unusually hot weather for September set in a week ago, and this helped to depress the market. How long this condition will last it is hard to tell, but the impression is that with cooler weather there will be a change for the better. Stocks are not heavy, and at the lower prices buyers will have more confidence to operate, but the general opinion is that it will not be safe to attempt any material rise at present, considering the unsettled condition of business generally.

Ten days ago the top quotation for wholesale lots of extra creamery was 31½c, but it was not easy to find buyers at over 31c. This week the price eased off to 30½c, and some buyers claim they can get all they want at this rate or less. But receivers are not offering freely and are holding back expecting a stiffer market in a few days. Firsts

have been moving fairly at 28@29c, and there is no disposition to shade these figures at present. The under grades have not changed much, because they had been in light stock. Seconds are quotable at 26@27c, and thirds at 23½@24c. Ladles rule at 23c, and renovated at 25½@26c.

Cold storage creamery has not yet been offered to any extent. Of course the price is affected by the drop in fresh, but it held at about previous figures, or say on same basis of fresh make. Holders have not lost confidence in the future, and they are in no hurry to force sales at concessions. The present depression is looked upon as only temporary, and that the demand will increase very soon and impart more stability to the situation. This hot spell through which we are passing was unexpected, and has to some extent demoralized trade, but it cannot last much longer. For the time being it has stimulated the output in all northern sections and gives receivers more supplies than they counted on, and the result is a weak market. Under these circumstances it is not to be expected that storage stock would be much called for, and holders are wise in keeping off the market until the depression has passed away.

"I am one of those who still have confidence in the future of the butter market if prices are kept on a reasonable basis," said one of our prominent dealers, "and I believe that we are soon to have a good trade, but we must not be in a hurry to boost prices again. When wholesale values get so high that the retailer has to charge 38@40c per pound to his customers, the consumption is bound to fall off. I have never known it to fail in my experience of 30 years in the business. A moderate course is safest in times like these."

Our statistical showing is not quite so strong as two weeks ago, but it is fairly encouraging and is worthy of some attention.

Receipts of butter at Boston the past two weeks aggregated in round numbers 2,955,000 pounds against 2,822,000 pounds same time last year, an increase of upwards 130,000 over last year. This increase is not heavy, but it is enough to have an effect on the market when the demand falls off.

Receipts of butter at Boston since May 1, foot up 45,785,000 pounds against 47,023,000 pounds same time last year. This shows that we are still more than 1,000,000 pounds short of a year ago in the arrivals for this season.

The stock in Boston cold storage warehouses on Saturday, September 19th, was figured at 301,075 packages against 314,032 packages same time last year, a decrease of 12,957 packages for this year.

According to the above figures it seems that the slight decrease in total season receipts is reflected in the decrease in cold storage stock, from which we may infer that the consumption or distribution is barely holding up. How much this will affect the future of the market remains to be seen. Holders' views have been weakened somewhat by the present decline in prices, but they feel that the lower cost will stimulate the demand, and that confidence will soon be restored. It is generally considered that the butter market is passing through a critical period, and we think it well to dwell on this feature, so that western producers may clearly understand the situation.

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and **The Creamery Journal** one year, both for \$2.00.

PHILADELPHIA.

Trade Has Settled to Moderate Scale—
Fancy Goods Continue Scarce.

[By The Creamery Journal Staff Correspondent.]

While the market has undergone no quotable change during the past two weeks, a weaker tone has been developing, and trading generally has been on quite a moderate scale. High scoring receipts, of solid packed creamery were readily cleaned up at 33c and above, not because of any volume of business, but simply that the offerings were light enough, that, with buyers providing only for their actual wants, the demand was equal to the supply. Extra has met with prompt sale at 31c, and extra firsts have a fairly good call at 30c, as with the scarcity and high price of fancy, more attention was given to these grades. On the whole, the three best butters, have been about the only lines that were of interest to buyers.

The bulk of the receipts has consisted of off grades, and with each wholesale dealer having an ample supply, they were much in evidence. Holders have been anxious to sell, and willing to make some concessions as an inducement, but it has seemed impossible to find sufficient outlets for them at anything like a satisfactory price, and a steady accumulation of goods of this description has been the result. Most of the dealers have been placing their excess in the coolers, on the 29 days limit, this allowing them more time to find a market for them, however, few goods of this character have gone out without a full test of value; firsts are quoted 28½@29½c and seconds 26@27½c, but when it comes to placing these off qualities, buyers generally take dairies and ladles to supply their demands, as they can be bought at lower figures, and give satisfaction. There has been a fair supply of good dairy roll on this market which has sold at 24@25c and was preferred to poor creamery.

Ladles have been more plentiful. With a lack of demand, prices were lowered a full cent, and at the revised quotations they have met with fair sales, western 23@24c; eastern, 22@22½c, packing stock of quality is wanted at 20@21c, but the cheesy stock is neglected and dull sale.

Notes.

The foreign war has created a demand for American foods. Jamaica has made a request to the Foreign Trade Bureau of Philadelphia, for prices on 300,000 pounds of oleomargarine. Their letter reads that they need boots and shoes, dry goods, clothing, hosiery, underwear, but the principal and urgent demand is for foodstuffs and dry goods, the rest being of secondary importance. Norway and Sweden have their representatives here for foodstuffs, England is in our market for building supplies, France for war supplies. During September 18 ships sailed from here with a total cargo of 1,151,640 bushels of wheat and the prospects are that the demand for grain will increase. According to shipping men, France and England are now close to the end of their supply, and from the outlook America will have to hustle to supply them, the demands being made for all kinds of products.

Foreign Markets.

Latest advices to Geo. A. Cochrane, of Boston, Mass., from the principal markets of Great Britain give the butter markets as steady. The consumptive demand has improved. Markets look as if they would advance somewhat. Finest grades: Danish, 26½@27½c; Irish, 25@26c; Siberian, 24½@25½c.

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Minnesota—G. C. Krapes, Litchfield, Minn. (whole-milk)... 96

Iowa—T. E. Sadler, Oelwein, Iowa (whole-milk)..... 98

Waverly Fair—F. C. Hinzie, Hanlontown, first in Gathered

Cream Class, score..... 95

Special Notice—An Anderson culture cabinet will be given to winners of highest scores at the Iowa State Dairy Association convention at Waterloo, and the National Dairy Show, Chicago, provided they used Champion Butter Culture. To those winners who have a cabinet, \$5.00 in gold.

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A Most Important Step.

We have at last succeeded in what we have been planning for the past three years—we now have a business manager for this association, one who measures up well to our requirements and who will give his entire time and attention to handling the affairs of the organization. Many of you know him—W. F. Bennett—formerly connected with the Dairy Shippers Despatch. We expect to have his office in full operation by the time of the convention so that

all may become acquainted with him and our headquarters. What seemed only a dream a few years ago is now an accomplished fact and should encourage us greatly in the unselfish fight we are making for better conditions in the trade.

This year there will be a separate ribbon color badge for the different interests. Shippers, receivers, brokers, dealers and their ladies, blue; cold storage, red; supply men, white; railroad representatives, yellow; trade papers, brown; other affiliated interests and guests, gray. You can readily see that you will help me greatly if you send in the names of your representatives right away, if not already done. I will surely appreciate it.

The following new members have been taken in since my last letter: Wichita Poultry & Egg Co., Wichita, Kan.; Shippers' Produce Co., Chicago; Minnesota Farm Produce Co., Minneapolis. Have you secured one? If not, now is the time to do it.—Chas. E. McNeill, secretary National Poultry, Butter and Egg Association.

Illinois State Convention.

Springfield will entertain the Illinois State Dairymen's Association January 14-16, 1915. This is the largest town that the association has met in in several years, and owing to the fact that it is the state capital, convention visitors will find much to interest them. The program will be unusually interesting and helpful.

Iowa Buttermakers Notice.

O. A. Jensen, of Winslow, Iowa, will help out any Iowa buttermaker who wants to get away to attend the Dairy Cattle Congress. He will run the creamery for \$2 per day and expenses. If you want him, write at once.



Prof. R. A. Pearson, Ames, Iowa.

A speaker at the Iowa State Dairy Association convention—a man whose dairy and agricultural ambitions are to him a practical religion—a man who sees a great future for Iowa and dairying. A president of the Iowa State College he is in position to work out the things he believes. He is a forceful speaker and a man with whom Iowa creamerymen should be acquainted.

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The National Creamery Magazine

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John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

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OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, OCTOBER 1, 1914.

STATEMENT of the ownership, management, circulation, etc., of The Creamery Journal, published semi-monthly, at Waterloo, Iowa, required by the Act of August 24, 1912. Editor, E. T. Sadler; business manager, E. R. Shoemaker, Waterloo, Iowa; publishers, Fred L. Kimball Co., Waterloo, Iowa. Stockholders: E. R. Shoemaker, John Andrews, Hugh G. Van Pelt, A. E. Haswell, H. E. Colby, E. S. Estel, M. H. Kimball, Waterloo, Iowa; Elmer E. Taylor, Traer, Iowa; I. C. Tabor, Corpus Christi, Texas—E. R. Shoemaker, Manager.

Subscribed and sworn to before me this 21st day of September, 1914. H. L. Boggs, Notary Public. (My commission expires July 4, 1915.)

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting, St. Paul. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modes-to, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

Iowa Dairy Cattle Congress—Waterloo, October 12th to 18th. Hugh G. Van Pelt, manager, Waterloo, Iowa.

Iowa State Dairy Association—Waterloo, October 13th, 14th and 15th. J. J. Ross, Iowa Falls, secretary.

TIMELY CAUTION.

The writer can supply no better editorial than that contained in an interview with Geo. W. Linn, one of Chicago's best known buttermen, by a Creamery Journal representative. Mr. Linn said:

"Country creameries will do well, now that we

are upon the threshold of winter weather, with bad roads and storms on the slate for some time to come, to organize their systems of picking up cream in order that the butter they send to market this winter will not have that detestable 'old cream' flavor, which spoiled so much otherwise good butter last winter. It is tragic to see butter coming to market which is perfect in workmanship and which is yet inferior because of this fault. The best buttermaker in the world cannot produce good butter unless he has a good raw material, any more than you can make a purse out of a sow's ear, to use an old expression. Creameries will also do well to keep an eye on farmers who let their cattle run around outside after the frost has come. Many times the herds get to nibbling the frosted stubble and the result of this is to produce butter which is lacking in fat, and scores low, much to the disappointment of the creameries. By watching a few of these points this winter, creameries will be able to send butter to this market which will score high and bring a fancy price. Now is the time for making all these preparations, and creamery managers should save future trouble by seeing that the wheels of their machinery for collection are well oiled before the winter breaks."



After cussing the centralizer so long and preaching the local creamery and co-operation for the same length of time, we feel rather timid about expressing an opinion regarding the co-operative centralized creamery. We are suddenly confronted with a perplexing question—one that should not be answered on the impulse of the moment. If there is merit in the proposition we would dislike to discourage it, and if there isn't any merit, we would be sorry if we didn't.

Our unofficial idea, however, is that we better stick to the local creamery. Freight charges, shrinkage, spillage and poor quality will eat up the profits and dig into the original investment inside of the first year. Of course, the co-operative centralizer could not pay 19c at one station and 29c at another. We fear the farmers' co-operative centralizer idea, if carried out, would do far greater harm to the local creamery than has ever been done by our present day centralizers.



The honors for being the biggest co-operative creamery in Wisconsin seem to shift around considerably if we are to believe the claims made by competing creameries. To have the biggest co-operative creamery in the state is to be the acknowledged head and center of the dairy industry. Thus the competition. Baldwins captured the honors from Barron, then Barron lost to West Salem and now it appears Barron is again in the lead. This creamery had a payroll in one month of \$36,000 divided among 750 patrons. This, so far as we know, entitles them to claim honors for being the biggest co-operative creamery in the world. This dairy activity has raised the price of land in Barron county from \$30 to \$100 per acre in a few short years.

Women Are Paying
Great Attention to the Looks of Dining Tables

Rich golden butter is preferred by housewives because it adds to the attractive appearance of their dining room tables.

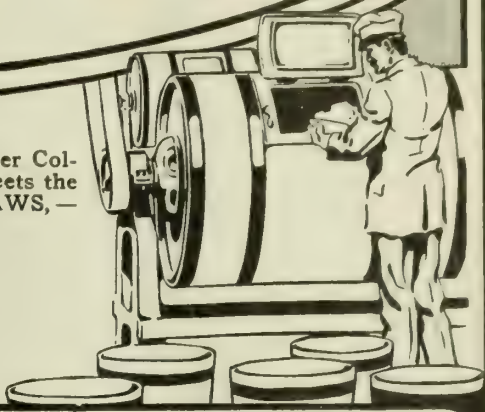
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Dandelion Brand
The color with



Butter Color
the golden shade

Personal.

Recently this office enjoyed a call from and a short visit with Howard H. Cherry, of Cedar Rapids, Iowa. Mr. Cherry and his family, including J. G. Cherry II, had been spending five weeks in the midst of the pine-laden air and heavily-laden dining room tables to be found at a quiet but pleasant lake way up in Minnesota. The trip was made by automobile.

H. H. Cherry has had his hands full—and a little more—the past season. Earlier in the year two brothers, active in the business (Walter and Herbert) were ill for several months, so when H. H. left a few weeks back he said: "Good-bye. I'll be home when I get back." J. G. Cherry II is the only son of a son of J. G. Cherry, the founder of the immense business now so successfully operated by J. G. Cherry Company, and, in the event that there be no more grandsons the sons of the founder hope, when the time comes, to see business continue to grow and prosper in the hands of J. G. Cherry II. That's a fine sentiment that believes in building a business to be carried on by succeeding generations of a family, each generation adding to its prestige, impetus and size.

The Best Within the Best

STEARNS COUNTY, MINNESOTA, BEST DAIRY COUNTY

We are indebted to the St. Cloud, (Minn.) Times for the following story of Minnesota's best dairy county:

Thirty-five thousand cattle grazing upon sunny hills at the bases of which wind crystal streams or spread out placid lakes with unsullied water reflecting the pure blue of the skies, turn into the pockets of Stearns county dairying farmers a cool million and a half yearly. Stearns county excels all others in the production and home market of cream and butter-fat. Second only to Ramsey and Hennepin counties with their scores of commission houses attracting cream from in and outside of the state, Stearns county stands at the head of the state's cream and butter-fat market counties. Ramsey county leads Stearns by a considerable margin, but the St. Paul market attracts cream cans from near and far and the compilation of figures representing the business done in the capital county fails to indicate even in the approximate the actual production in the county. Hennepin receipts are slightly in advance of Stearns.

Thirty-six Creameries.

At every one of the 36 creameries that thrive in Stearns county the increasing volume of business tends to show that the dairying business here is healthy and enjoying a continued growth. The development of the dairying industry is as financially successful and as fortunate as the discovery of a gold mine, the pay-vein of which increases in wealth each day.

Otter Tail Second.

With her 33,000 cattle for dairy purposes, Otter Tail county is second to Stearns where herds aggregating 35,000 dairy animals contribute twice daily toward the independence of their owners.

Despite the fertility of Stearns county soil, gradually many farmers have decreased the acreage apportioned for the culture of grains until they are now raising just enough to feed their dairy animals and have devoted the remainder of their farm to pasture and meadow demands.

Thousands Sell Cream.

This morning over 3,000 Stearns county farmers went in person or sent cream to the nearest creamery and received credit that will evidence itself when the next cream check is issued at whatever creamery each dairying farmer patronizes. There are between 3,200 and 3,500 patrons of Stearns county creameries who are monthly realizing more and more the financial advantage of maintaining a dairy herd and selling the butter-fat.

Many Separators Used.

There are probably more separators used in Stearns than any other single county in the state. Stearns county farmers have the means with which to invest in machinery for dividing the milk from the butter-fat-laden cream. They are thrifty enough to realize that the skimmed milk is of value as a food for hogs and know further that

Modern Buttermaking and Dairy Arithmetic (regular price \$1.50) and The Creamery Journal one year, both for \$2.00.

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References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

D. E. Peterson Co. SPECIALISTS IN BUTTER

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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waste of energy in taking the milk and cream to the creamery and returning with the skim-milk is to be avoided as much in the economical and efficient management of a farm as waste energy is abhorred. A comparison of the sale of milk in this and Steele county shows at first blush the fact that in Stearns county large numbers of separators are used. In Steele county the annual milk receipts at creameries totals 50,141,104 pounds, whereas in the same period only 8,161,108 pounds of milk were sold at Stearns county creameries. Then, in further proof that separators are in liberal use in this county are shown the receipts of cream in this and Steele county. In the southern

county the cream receipts are but 3,652,749; while the cream receipts in Stearns county total 14,414,678. Again, in Steele county the creameries buy during the year but 2,644,235 pounds of actual butter-fat. The Stearns county creameries purchase 4,838,454 pounds of butter-fat.

The output of Stearns county creameries mounts into the millions of pounds of butter each year. During the past year the butter making institutions in this county manufactured a trifle less than 6,000,000 pounds, or 3,000 tons of butter.

The creameries of Stearns county, the names of the managers and buttermakers, appear in the following tabulation:

	Manager	Buttermaker
Albany Creamery, Ind., Albany.....	A. H. Wester.....	A. H. Wester.....
Farmers Co-operative Creamery, Co-op., Belgrade.....	P. G. Westergaard.....	R. J. Anderson.....
Avon Creamery, Ind., Avon.....	Whitman & Schmidt.....	F. M. Whitman.....
Brooten Farmers Creamery, Co-op., Brooten.....	A. F. Baalson.....	Geo. Byers.....
Elrosa Creamery, Co-op., Elrosa, R. 3.....	J. Nichols.....	N. F. Thielman.....
		O. W. Osterberg.....
Farming Creamery, Ind., Richmond.....	Joseph Hondl.....	Jos. Hondl.....
Freeport Creamery Association, Co-op., Freeport.....	Jos. Borgerding.....	I. H. Steinke.....
Georgeville Co-op. Cry. Assn., Co-op., Georgeville.....	P. S. Krantz.....	Carl Graverson.....
Golden Meadow Creamery, Ind., Freeport.....	I. J. Micklich.....	O. H. Micklish.....
Golden Rule Creamery, Ind., Watkins.....	Frank Enderle.....	Frank Enderle.....
Holding Farmers Creamery Co., Co-op., Holdingford.....	Will Schneider.....	G. W. Miller.....
Lake Henry Cry. Assn., Co-op., Paynesville, R. 4.....	P. Zimmerman.....	I. Henneman.....
Luxemburg Co-op. Creamery, Co-op., St. Cloud.....	Stephen Strack.....	John Glatzel.....
Meire Grove Co-op. Cry. Assn., Co-op., Melrose, R. 3.....	H. H. Meyer.....	Geo. Baltes.....
Melrose Co-op. Creamery Assn., Co-op., Melrose.....	Anton Zirbes.....	Peter Kollman.....
New Munich Creamery, Ind., New Munich.....	C. W. Young.....	C. W. Young.....
N. A. Storage Co., Cent., Paynesville.....	A. Evans.....	Geo. Boerner.....
Padua Co-operative Dairy Assn., Co-op., Brooten.....	H. B. Deters, R. 5, Sauk Center.....	F. Kubicek.....
Pearl Lake Co-operative Creamery, Co-op., Kimball.....	Frank Enderle.....	
Richmond Creamery, Ind., Richmond.....	W. C. Arndt.....	W. C. Arndt.....
Roscoe Creamery Co., Co-op., Zion.....	Adolph Knebel.....	Martin Molitor.....
Sauk Center Cold Storage Co., Cent., Sauk Center.....	Pure Dairy Prod. Co., St. Paul.....	Geo. Koenig.....
St. Anthony Creamery, Co-op., Albany, R. 4.....	John Plemel.....	Fred Schulz.....
St. Cloud Cold Storage & P. Co., Ind., St. Cloud.....	R. L. Gale.....	A. L. Bull.....
St. Joe Creamery Co., Ind., St. Joseph.....	Ben Aschenbrenner.....	B. Aschenbrenner.....
St. Rosa Creamery, Co-op., Freeport.....	Henry Stoetzel.....	John G. Niehaus.....
St. Stephens Creamery Co., Stock, Rice, R. 2.....	F. Hudovernik.....	F. Hudovernik.....
St. Wendel Creamery, Ind., Avon.....	M. J. Rooney.....	
Sauk Lake Co-operative Assn., Co-op., Sauk Center.....	C. D. Wilcox.....	M. E. Bull.....
Sauk Valley Creamery Co., Stock, Zion, R. 1.....	Theo. Hunbach.....	Chr. Hader.....
Spring Hill Creamery Co., Co-op., Zion.....	John Waldorf.....	Chas. Bohlig.....
Theisen, John A. (Cold Spring), Ind., Cold Spring.....	J. A. Theisen.....	H. Vogt.....

Want Clearings

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D." care The Creamery Journal.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's

best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—One small or medium sized, second-hand Wizard or Jensen combined pasteurizer and ripener, in good shape; Wizard preferred. Also, one second-hand 90-pound Improved Friday butter printing and cutting machine in good shape. Answer at once, naming price. Address J. G. Stallsmith, New Lexington, Ohio.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

The new farmers' co-operative creamery at Elizabeth, Ill., opened for business a few days ago.

Smith's Computor (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.

Iowa Buttermakers!

SHIP your Iowa State Dairy Association butter to arrive in Waterloo not later than Tuesday, October 6th. :: :: ::

THE SPECIAL BRAND.

Circular Letter No. 47, United States Department of Agriculture.

Many creameries make but little effort to create a demand for their butter by attracting the attention of buyers to the superior quality of their product. Even the best grade of print butter is oftentimes marketed in plain wrappers or cartons with no mark whatever to indicate its quality or where or by whom it was made. Next to producing a product of high quality, the best method of extending the market for butter is the selling of it under a special brand or trade-mark. It will tend to create a demand that will increase the creamery returns by bringing a higher price per pound; hence a better price can be paid creamery patrons and this will eventually result in a greater production.

Manufacturers of most of the well-known articles of commerce could not have built up their present volume of business without the use of a trade-mark or some other form of special brand. So important is the trade-mark considered that many firms will spend thousands of dollars in litigation rather than lose the exclusive use of the trade-mark with which they have attracted the attention of buyers. How many of the best selling automobiles would have attained their present reputation without a special brand or name? Would a buyer be attracted toward a machine made of the best material by the most skillful workman if it did not bear a name which distinguished it from all other automobiles? The same business principles that govern the sale of automobiles prevail in the sale of creamery products. Many butters of inferior quality now find ready sale because they have been advertised under a special brand, though the demands for such butter may not continue when the consumers become aware of their poor quality.

Every creamery to increase its profits should adopt a simple but attractive brand or trade-mark to identify its product on the market. If such a design is used on parchment wrappers and cartons and the butter is of uniformly good quality at all times, buyers will soon begin to ask for it. All stationery used by the creamery should bear the same design to assist in placing the special brand before the eyes of the public at every opportunity.

A creamery with a special brand should attempt to encourage large retailers to handle its product under its special name. Some additional advertising in local papers and in other ways may be done to attract the attention of consumers. Each creamery should endeavor to dispose of as much of its butter as possible in the home town and nearby cities. Not only is the special brand a great help in accomplishing this object, but it may also be used for developing a market at more distant points. Constant effort must be made to keep the butter of good quality in order to maintain the reputation of the special brand. Uniformly good quality and advertising are the important factors in developing a market for butter. The use of a special brand is the first step to be made in advertising the products of the creamery.

Ross to Score National Butter.

J. J. Ross, of Iowa Falls, Iowa, assistant dairy and food commissioner, has been selected to score the butter entered at the National Dairy Show. This is a pleasing honor, and recognizes Mr. Ross as one of the leading butter judges of the United States.

HOW do you clean your separator?

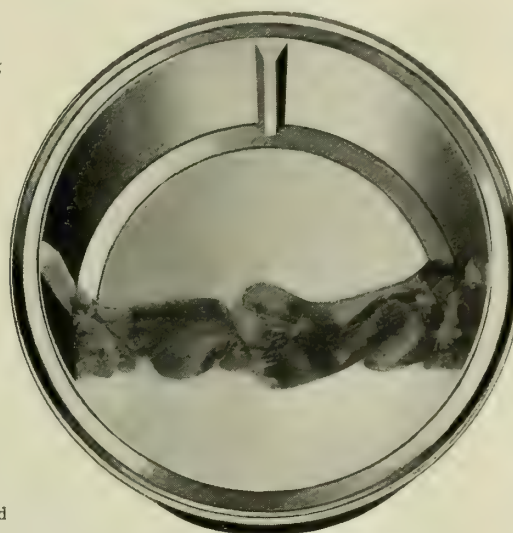
Do you go to all the unnecessary trouble of scraping and brushing the slime from the bowl and milk coatings from the discs, or do you

Clean It the **B-K** Way?



Easier, Quicker and More Thorough
Than Any Other

B-K removes separator slime without scraping or brushing



B-K washing cleans and purifies discs, vats and piping

B-K makes pipe cleaning easy and quick. No scraping required

B-K purifies by destroying bacteria which spoil milk and cream

PHOTOGRAPH OF SEPARATOR BOWL

Showing separator slime immediately after discs had been removed

This cut shows that the slime by its own weight has fallen away in a sheet from the walls of the bowl. Just pour it out together with the skim milk and in a minute's washing you have a smooth clean bowl.

B-K has a peculiar quality that when metals are washed with it milk solids or separator slime cannot adhere to the metal but accumulate in loose sheets easily removed without scraping or scrubbing. It leaves the metal smooth and prevents bacterial contamination. This is one of the most important discoveries of recent years in the milk business.

B-K used in this way saves ten to twenty minutes a day in cleaning each separator and pipe connections, giving in a mechanical way a remarkable degree of cleanliness as well as practical sterilization.

B-K cleans all other receptacles and utensils just as easily as the separator bowl.

The B-K way also prevents foul odors in separators and piping.

Send for Free Sample and full directions showing how easy and simple it is to clean separators, clarifiers, piping and utensils.

What Users Say

Gentlemen:—We are enclosing order for five gallon demijohn of B-K.

B-K for cleaning separators and sanitary piping is a winner.

Cleaning separators is a nasty job, and using B-K makes it quick and simple. It takes us only a minute to remove the slime, and just ordinary washing of the bowl and discs in B-K solution keeps them sweet until the next run.

B-K keeps our pipes so clean that we now clean them once a week instead of every day. Time is money with us, and B-K saves both. Yours truly,

KENNEDY DAIRY COMPANY.

Send This Coupon

General Purification Company,
508 Pioneer Bldg., Madison, Wis.

Gentlemen: Please send me free sample of B-K and full directions showing easiest, quickest way to clean separators, piping, and utensils, and cut down bacteria. I separate.....lbs. of milk daily, and make.....lbs. of butter daily.....lbs. of cheese daily.

.....
.....

GENERAL PURIFICATION CO., 508 Pioneer Building Madison, Wis.

W. I. YOUNG W. B. YOUNG
ESTABLISHED 1854

W. I. Young & Co.

Wholesale Dealers in
Butter, Cheese and Eggs
149 Reade St., New York
WRITE US

Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

Bowman & Bull Co.

CASH BUYERS—RECEIVERS
All Grades

Butter, Eggs, Dressed Poultry

136 W. Lake St., CHICAGO

Zenith Butter & Egg Co.
Harrison and Greenwich Sts., New York
Receivers and Distributors
Give superior service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Irving Nat'l Bank; Southwestern Nat.
Bank; Dun and Bradstreet Correspondence solicited.

Smith's Computer

and

The Creamery Journal

both one year, for

\$2.75

Regular price, \$3.50.

Indiana State Fair Butter.

Forty-two entries of butter and cheese and 17 of market milk were received at the Indiana State Fair scoring contest for dairy products.

The milk was scored the week previous to the fair and placed on exhibition in the refrigerator in the dairy building on the fair grounds during the fair, September 7th to 11th. The butter and cheese were scored on Tuesday of fair week.

The quality of the entries of butter were not equal to that of former years. There was a splendid opportunity for some of the buttermakers who are not in the habit of exhibiting to have carried away some premiums. A number of Indiana buttermakers who are really making a good butter, seem to have a lack of confidence in their own product. It is hoped that next September these men can be induced to send an entry of butter to the state fair.

The market milk contest which was commenced last year showed a large increase in the number of entries and a better knowledge of how to prepare and ship entries of milk.

The names of the winners of premiums are as follows:

Creamery Butter.

Earl P. Denison, Marion\$25.00
Ray & Arnold, Logansport 20.00

Evansville Pure Milk Company, Evansville.... 12.00
Polk Sanitary Milk Company, Indianapolis.... 5.00
M. E. Wolcott, Aurora 3.00

Dairy Butter.

L. A. Vogler & Son, Hope\$20.00
Margaret E. Raab, Indianapolis 16.00
F. M. Meloy, Shelbyville 12.00
Mrs. Julia Smock, Indianapolis 8.00

Highest Scoring Butter of Any Class.

Earl P. Denison, Marion\$25.00

Most Attractive Exhibit of Dairy Butter.

Mrs. J. A. Norwood, Indianapolis\$ 5.00
Miss Margaret E. Raab, Indianapolis 4.00

Most Attractive Exhibit of Creamery Butter.

Polk Sanitary Milk Company, Indianapolis...\$ 6.00

Full Cream Cheddar Cheese.

Ed T. Termatt, Plymouth, Wis.\$20.00
Math Meyers, Stanley, Wis. 15.00
A. C. Schwang, Manitowoc, Wis. 10.00
H. A. Kolke, Franklin, Ind. 5.00
Anton Schiller, New Holstein, Wis. 3.00

Cottage Cheese.

Frank Molter, Lawrenceburg\$ 6.00
Margaret E. Raab, Indianapolis 4.00
Mary J. Flick, Indianapolis 2.00

Four Quarts Market Milk.

S. P. Scherer, Fishers Station\$25.00
Polk's Sunlight Farms, Greenwood 20.00
A. D. King, Muncie 15.00
Barnes White Dairy Company, Atlanta, Ill.... 12.00
Polk Sanitary Milk Company, Indianapolis.... 7.00

The new Mississippi Creamery Company, recently formed at Jackson, Miss., is ready for business.



Two views showing the exterior and interior of the Co-operative Dairy of Fresnay-L'Eveque, near Paris, France.—Published by courtesy of De Laval Separator Co.



Iowa Creamerymen Attention!

"We want to make the dairy exhibit of Iowa at the Panama-Pacific International Exposition the most attractive that ever has been presented by any state in the Union. In order to accomplish this, we have been looking all around the country for the most valuable suggestions. We think we have found it in arrangements we are trying to make with a former Iowa woman to prepare a butter exhibit.

"You have seen butter exhibits, cows, busts of important men, and farm scenes of various kinds. But we have something unique, something that never has been done before and which we think will create a great deal of interest. This particular woman is a modeler of flowers. She has had on exhibit at Twin Falls, Idaho, roses, calla lilies, water lilies, and in fact every kind of flowers, made of butter.

"She proposes to put up for us at San Francisco next year an exhibit showing a flower garden with a rose bush with roses in full bloom, a little pond with water lilies, and a complete garden scene that will make everybody who goes to the exposition come to the butter exhibit. All of these flowers will be made of butter and will be put into a large refrigerating show case so as to maintain them throughout the season. More than this, we propose to change the flowers from time to time in accordance with the change of seasons. You understand, of course, that the exposition lasts from February 20th to December 4th, and it will be necessary to replenish this exhibit from time to time.

"The lady we have in mind will go to San Francisco and will erect the exhibit, make the changes, and be in charge of the exhibit throughout the term of the exposition. To make an exhibit of this kind will involve the expenditure of much more money than we have available. You know, also, that the Iowa legislature failed to make an appropriation for Iowa's exhibit in San Francisco, and this commission with the aid of the Greater Iowa Association has gone around to the larger cities of the state and raised a fund of \$100,000. It is out of this money that we must build the building, furnish it completely and make all of the exhibits in all of the departments. The live stock people and the agricultural people want considerable of this fund and we really have not enough left to make a creditable butter exhibit.

"So, we are appealing to you as the butter producers to know whether you would be interested in this plan and whether you will make a personal contribution of \$25 to be used in making this butter display. We will say further that we are going to present a bill to the next legislature asking for an appropriation to cover the work of the commission. We believe this fund will be appropriated and, if the legislature does make an adequate appropriation we will be in a position to refund a large part, if not all of the money contributed for these various exhibits.

"Twenty-five dollars is not very much for the individual contributors and if the buttermakers of Iowa will each contribute \$25 to this exhibit, we will put up something that will create comment all over the country. Think this over, and let me have a personal reply immediately, as it is necessary for us to close a contract with the lady who is to make the exhibit.—W. Clum, secretary, Clinton, Iowa.

Dairy Cow Sells For \$5,010.

May Rilma, adjudged the champion butter-fat producer of the world by the tests of the American Guernsey Club last April, was

recently sold for \$5,010 at the sale of Edward B. Cassatt's herd of blooded Guernsey cattle at Devon, Pa. The entire herd, which had been estimated to be worth \$100,000, was sold for less than \$21,000.

May Rilma last year produced 19,639.5 pounds of milk, which showed 1,059.55 pounds of butter-fat. She was bought by John H. Crozer, of Upland, the only bidder.

Holding that the Oregon state law requiring the packing and sale of butter in packages of certain size only is unreasonable and fanciful and in restraint of legitimate business, Judge Morrow recently sustained the demurrer to the complaint charging a violation of this act in the case of the state

against J. C. Schallinger, manager of the Hazelwood Creamery Company. The district attorney's office, which prosecuted the case, will bring the matter to the attention of the supreme court in the hope of having an opinion rendered prior to the next session of the legislature, so that the necessary steps may be taken to amend the law, if found necessary.

A. J. Edholm, who has been managing the J. G. Cherry Company's filler plant at Tama, Iowa, has resigned and purchased a half interest in the creamery at that place.

A. Hartnell has purchased the Salem, Wis., creamery from J. Jensen.

The State Convention Season Is On

And you, Mr. Buttermaker, are you prepared to take full advantage of the opportunity it affords to make a name and a record for your butter by placing a top-notch exhibit where it will secure a top-notch score?

If your first attempt has not brought you the high average score you have looked for, stop right there and go over every detail of your work from the ripening of the cream to the application of salt and decide at once which of your processes was in error.

Was it the salt you used? If your choice was one of these two

COLONIAL or LIBERTY

FLAKED

GRANULATED

the fault is not there.

But if you have been misled into the use of an inferior grade of salt there is still time for a change before the National Conventions. Then take the only sure path to best results by using

**The Salt That Melts Like Snowflakes and
Dissolves Like Mist.**

Wire for a sample. It will come by return Parcel Post.

The Colonial Salt Company

CHICAGO:

AKRON, OHIO

BUFFALO:

431 So. Dearborn St.

D. S. Morgan Bldg.

Wisconsin State Fair Butter

By PROF. CARL E. LEE

Fine workmanship and good raw material resulted in high grade butter being entered at the recent Wisconsin State Fair.

An average score of 93.05 was placed on 157 tubs of creamery butter entered for the month of September. This sets the highest mark for average score on butter entered at the state fair since the scoring exhibition work has been conducted by the dairy department, College of Agriculture, University of Wisconsin. It is also of interest to note that 20.3 per cent of the butter scored 95 and higher, with 46.2 per cent scoring 93 and higher. Only 5 per cent scored less than 90 and 10 per cent under 91. Some 75 per cent of the butter that scored less than 90 was made by men who have never entered butter for the scorings that are held at Madison each month. The lowest score at the state fair was placed on a tub of butter made by a man who has a record for making a high grade of butter. At present his creamery company is shipping cream for city trade, hence only a small lot of butter was made. The flavor was injured by using too much butter color.

High Scoring Butter Not Made From Tainted Raw Material.

Nearly all of the Wisconsin factory operators that have taken part in the scoring exhibition understand that high scores are not placed on butter made from tainted

cream and they should be commended for their continued interest in exhibition work. Nearly all of the men who entered butter at the state fair and had forwarded a method blank to Madison had placed a score on their product that corresponded very closely to the average score by the judges.

The buttermaker's judgment is very largely based upon the quality of his raw material and if only a small per cent of the cream received is slightly tainted it will be found in the butter when it is officially scored.

One of the men who received the highest score at the state fair was present at Madison when the August butter was scored. This gave him a chance to see some of the lower grades and to learn what kind of flavors are found in butter made from tainted cream. This buttermaker's state fair butter was made from 12,300 pounds of milk delivered daily and in good condition. The cream was heated to 154 degrees and 40 gallons of starter was used. The cream was ripened for 2½ hours at a temperature of 66 degrees then cooled to 48 and churned 8½ hours later. This man could not help but make high scoring butter. His score on the butter was 95.50. Two other tubs that were scored 96 by the makers and 96½ by the writer were made as follows: Tub A from 714 pounds of cream delivered daily and in fine condition.

The cream was heated to a temperature of 145 degrees and 24 per cent of starter was used. After ripening the cream for 3½ hours at 68 it was cooled to 46 and churned 4½ hours later.

Tub B was made from 1,040 pounds of cream one day old. The cream was heated in the ripener to a temperature of 140 degrees and held for 25 minutes. Twenty-four per cent of starter was used and the cream ripened at 74 degrees for 4 hours and then cooled to 45 and churned 3 hours later. The butter from these two factories deserved a high score.

One man who made a tub of butter that scored under 90 sent the following report to Madison. "The state fair butter was made from 2,100 pounds of cream that varied in age from two to five days. The quality was fair considering the length of time that it was held. The cream was heated to a temperature of 140 degrees and 12 per cent of starter was added after cooling to 64. Two hours later the cream was cooled to 47 degrees and held for 12 hours before churning."

The buttermaker did his part well but the raw material was not of the quality that was used by the makers of tubs A and B referred to.

Weather Conditions Favorable.

When the milk and cream used in the making of the state fair butter was produced the weather was cool, hence the cream was of higher quality. At this season of the year cream delivered three times per week will make good butter providing the farmer gives it reasonable care. Too many separators are washed only once per day, consequently the cream becomes tainted from the separator.

During the past few months one exhibitor has accomplished a great deal in educating his patrons. Early in the season his score was low and he knew the cause. Prior to the making of his August butter he requested every cream producer to wash his separator twice per day. A marked improvement in quality of the butter made at this factory was noticeable.

October Scoring Held at Madison.

The next scoring will be held at Madison October 5th. The new exhibitors at the state fair and others should make a tub for this scoring.

State Fair Exhibit and Scores.

The following are the scores of 90 or above. The first four tied for first place:

	Score
G. P. Sauer, Cedarburg	96.50
F. M. Werner, Waterloo	96.50
J. J. Jensen, Copas, Minn.	96.50
H. D. Nicholas, Elkhorn	96.50
R. J. O'Keefe, De Pere	96.33
H. M. Griffin, Mt. Horeb	96.33
John E. Mattson, St. Croix Falls ..	96.33
Hugh R. Heiney, Whitewater	96.33
Peder Kristenson, Cushing	96.16
John Schiller, Peebles	96.16
Julius Kretschmar, New Lisbon	96.16
O. Christenson, Nelsonville	96.00
I. W. S. Stryker, Nashotah	96.00
Carl Jorgenson, Rose Lawn	95.83
Chris. Christensen, Rose Lawn	95.83
John Meyer, Slades Corners	95.66
C. A. Nurrell, Soldiers Grove	95.66
John J. Sarauer, Clinton	95.66
H. A. Wheeler, West De Pere	95.50
W. J. Clark, Lake Beulah	95.50
Axel Kristensen, Luck	95.50
W. F. Hill, Brandon	95.50
Joe Mohr, Geneva Village Cry., Geneva, Minn.	95.50
Rudolph J. Else, Helenville	95.50
Stoneville Cry. Co., Jefferson	95.33
A. M. Kelnhofer, Blenker	95.33
L. F. Hoppe, Rio Creek	95.33
L. L. Bolstead, Basco	95.33
Olaf Larson, Fennimore	95.16
Otto W. Gierach, Thiensville	95.16
A. Larsen, Durand	95.16
Paul Kottke, Cedarburg	95.16
Chas. H. Prust, Montello	95.00
H. Skerhutt, Cedarburg	94.83
Wm. Warnke, Kingston	94.66
Lauritz Olsen, West De Pere	94.66

John J. MacDonald 13 South Water Street PHILADELPHIA

Butter, Eggs, Poultry COMMISSION MERCHANT

Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania

Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange National Bank, Philadelphia; Commercial Agencies,

25 South Water Street PHILADELPHIA

New York Educational Scoring.

The September New York Educational scoring was held on the 18th. The following is the report:

Butter.	
R. R. Steacy, Ithaca	93 3/4
Mrs. W. A. Whitney, Cassadaga	91
Glen Harter, Skaneateles	90 3/4
I. A. Cook, Ithaca	93 1/4
Cheese.	
L. H. Marlott, Franklinville	96 3/4
F. C. Butler, Nunda	96 1/2
Milk.	
Oak Hill Farm, Geneva	90.25
Kenotin Farms, Washington Mills	95.25
Cream.	
Kenotin Farms, Washington Mills	96

The Crawford County Creamery Co., of Pittsburg, Kan., has commenced the construction of a new building, to replace the

one that has served the company for the past several years. The entire building will be 40 by 70 feet, one and a half story and of brick. During the time of construction the creamery plant will not be shut down at any time. The west half is being constructed now, and as soon as it is completed and the machinery is moved for that portion of the building the east half will be built.

The controlling interest in the Sweet Springs Creamery Company, of Sedalia, Mo., has been purchased by E. L. Hackett, formerly with Swift & Co.

Businessmen and farmers around Opelousas, La., are planning a co-operative creamery.



Test Your Salt Between the Fingers

When you crush good butter salt between your fingers, it should form a fine white powder.

Each fine particle of powder takes the form of a tiny flake. This is what becomes of Diamond Crystal Butter Salt when crushed in the hand, or used to flavor butter. The separate grains of salt break up into smaller flakes, and these flakes are of special value in the making of high scoring butter.

This value is noticeable in the distribution of the salt flavor throughout the butter. The flake, contrary to other harder grains of salt, dissolves readily and distributes evenly. This means a larger over-run. It results in more profit for the creamery and a larger salary for the buttermaker. Be sure to test your salt and see that it is Diamond Crystal.

Diamond Crystal Salt Co.

ST. CLAIR, MICH.

Arthur T. Oestreich, Rosendale	94.50
H. H. Whiting, Johnson Creek	94.33
Martin Pensen, Brandon	94.33
F. J. Handek, Waupun	94.16
Earl Longteau, Green Bay	94.16
Hod Doolan, Marshall	94.00
Louis Peterson, Bonduel	94.00
L. H. Winter, Eau Claire	94.00
D. F. Wallace, Alma Center	93.83
W. A. Moyes, Ironton	93.83
Aug. C. Ipsen, Cobb	93.66
Ernest Priebe, Princeton	93.66
Thos. Jacobson, Colfax	93.66
Frank Bowar, Cazenovia	93.66
D. W. Rupalie, Waupun	93.66
Geo. Samples, Clear Lake	93.50
F. S. Root, Randolph	93.33
John J. Windfeldt, Elderon	93.33
Frank Meisner, Fennimore	93.33
J. J. Thul, Amery	93.33
Chris Christophersen, Cadott	93.33
Wm. Sieger, Chasburg	93.33
G. E. Gordon, Amherst	93.33
John Mortensen, Camp Douglas	93.16
Joel Gilbertson, Westby	93.16
Laure Hansen, Iron River	93.16
H. A. Johnson, Westby	93.00
Leonard Place, Knapp	93.00
R. C. Cleaves, Iola	93.00
Dan McCoy, Seneca	93.00
H. C. Jochumsen, Bark River Cry., Bark River, Mich.	93.00
A. C. Marks, Shennington	92.66
T. J. Hanlon, Prescott	92.33
J. Dorseth, Boyceville	93.16
C. P. Anderson, Ladysmith	93.16
J. A. Bazal, Burlington	93.00
F. E. McCormick, Arnott	93.00
C. Sorenson, Meriden	93.00
N. C. Nelson, Luck	92.83
George Taycen, Sand Creek	92.83
Theodore Nelson, Emerald	92.83
John Sundin, Menomonee Falls	92.83
M. Mickleson, McFarland	92.83
Adolph G. Perschbacher, West Bend	92.83
J. A. Warnke, Germania	92.83
Wm. Michaelson, Arkanson	92.83
L. W. Turner, Montfort	92.66
Ed. Bolstad, Deerfield	92.66
Albert E. Will, Fort Atkinson	92.66
J. C. Hinkamp, Brandon	92.66
A. M. Newman, Black Earth	92.66
E. G. Rasmussen, Melvina	92.66
F. W. Werder, Troutmere Cry. Co., Sanborn	92.50
Mrs. John J. Windfeldt, Elderon	92.50
E. T. Adams, Oakfield	92.50
Wm. Langer, Lyndon	92.50
H. C. Koenig, Plain	92.50
W. J. Dehn, La Valle	92.50
H. K. Hansen, Caryville	92.33
Christ Christenson, Amherst Jct.	92.33
G. A. Moldenhauer, Montello	92.33
Wittenberg Cry., Wittenberg	92.33
Wm. Craney, Mazomanie Cry., Mazomanie	92.33
Peter Severson, Neillsville	92.33
Ole C. Hansen, Hazel Green	92.33
John Schield, Fall Creek	92.33
C. J. Benson, Clear Lake	92.33
J. M. Bilby, Galesville	92.33
Chas. Bruch, Jefferson	92.33
R. A. Garlick, Neshkoro	92.33
John O. Fjelstad, Elroy	92.33
Sam J. Enger, Patch Grove	92.16
Abe Snoch, Berlin	92.16
John Rasmussen, Wautoma	92.16
T. J. Warner, Rosholt	92.16
Theo. Somers, Thorp	92.00
H. W. Kurcher, Fisk	92.00
Theo. Lennartz, Frederick	92.00
C. A. Limp, care Geo. C. Mansfield Co., Milwaukee	92.00
Grant Winner, Humbird	91.83
Alfred F. Schultz, Phlox	91.83
Lisbon Co-op. Cry. Co., Sussex	91.83
Emil R. Stemraus, Fort Atkinson	91.66
Orvin Melsby, Durand	91.66
Herman Hinkamp, Fort Atkinson	91.66
L. B. Beadle, Melville	91.66
W. J. Schilling, Marengo	91.66
Geo. Jensen, Saxeville	91.66
R. S. Anderson, Northland	91.50
Chas. M. Ream, Omro	91.50
J. N. Vassan, Amery	91.50
P. E. Peterson, Hersey	91.50
Frank D. Packard, Deronda	91.33
Jacob W. Ringger, Durand	91.33
Norman Mayenscheig, Hillsboro	91.16
O. A. Kielsmier, Manitowoc	91.16
Frank J. Mathews, Brill	91.00
H. M. DeGoller, Cambridge	91.00
John H. Miller, Baraboo	91.00
Ernest E. Wallin, Potosi	91.00
M. E. Wolcott, Aurora, Ind.	91.00
Elmer Zimmerman, Merrill	91.00
H. F. Beckmark, Kendall	91.00
A. J. Rivard, Emerald	90.83
O. F. Peterson, Larsen	90.83
Clarence G. Fostvedt, Oregon	90.83
Riverside Creamery, Saukville	90.50
Chester Bishop, Whitewater	90.50
V. L. Patterson, Poynette	90.33
Val. Dressler, Louisburg	90.16
John Rasmussen, Portage	90.16

Iowa State Dairy Ass'n Convention

(Continued from page 6.)

a gold medal, suitably engraved with the winner's name and score, will be given.

For the second best package of gathered cream butter a silver medal, suitably engraved with the winner's name and score, will be given.

As per a ruling made by the Association at a former meeting, prize winners shall not participate in the pro rata money.

The entire amount received from the sale of the butter, less necessary expenses, will be divided pro rata among the exhibitors of creamery butter as follows:

Butter made in creameries where milk is received and separated must score over 90 points to participate in pro rata. Butter made in creameries receiving gathered cream and operating no separators must score over 89 to share in pro rata.

Educational Contest in Scoring Butter.

There will be a buttermakers' scoring contest, open only to those who have sent a tub of butter to Waterloo. It will be held on Wednesday forenoon, at 8:30 o'clock. For this contest 10 tubs of butter will be selected and scored in advance by competent judges. These tubs will then be scored by each buttermaker participating in the scoring contest, and the one whose

scores come nearest to those placed on the butter by the judges will be awarded first prize.

To the buttermaker winning first place in this contest a gold plated butter trier valued at \$25 will be given. Second prize, silver butter trier valued at \$15. Third prize, silver butter trier valued at \$10.

For full information with reference to the butter contest, address J. J. Ross, Secretary of the Iowa State Dairy Association, Iowa Falls, Iowa.

Special Prizes.

In addition to the above prizes, the J. B. Ford Co., manufacturers of Wyandotte Dairyman's Cleaner and Cleanser, offer to the buttermaker having the highest score in the whole-milk class, cut glass sugar, creamer and marmalade jar. To the buttermaker having the highest score in the gathered cream class, a cut glass tankard and one dozen tumblers.

Chr. Hansen's Laboratory, of Little Falls, N. Y., manufacturers of Hansen's Danish Butter Color and Hansen's Lactic Ferment, offer a leather suit case to the buttermaker receiving the highest score of all, providing Chr. Hansen's Danish Butter Color is used in the prize butter.

The Preservaline Manufacturing Co., of Brooklyn, N. Y., manufacturers of Perfection Brand Butter Color, will give a cash prize of \$10 to the buttermaker receiving the highest score of all, providing Perfection Brand Butter Color is used in making the prize tub.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

The report on the butter entered at the Mason City fair shows Iowa running right up with Minnesota, when it comes to considering the average of the 10 best tubs, and it is about time for the Iowa boys to begin to figure on having the next National banner left in Iowa. It would surely be a shame to have the N. C. B. A. bring this banner to the convention at Mason City and then have some other state carry it away again, and I do not believe it will be necessary for this to happen if proper measures are taken to prevent it. The Minnesota Dairy and Food Department and the dairy school have about all the banners they can well display and it would really be doing them a favor if Iowa should take it so they would not have to build additions to accommodate the new one.

If I may be allowed to offer an opinion, it is that the Iowa boys must get away from the high-ripening-to-produce-high-scoring-butter idea, before they will carry off the banner. From my observation I am sure that the Iowa boys have held to this idea more than the other states and I know that the prize winners in both Minnesota and Wisconsin have gotten clear away from that idea, and they are getting results by staying away from it.

For five years preceding my coming to Hartley, I think I probably assisted in judg-

ing as much of the National contest butter as any one person and I watched with much interest the gradual getting away from the high acid butters for the top notchers. I was more than pleased at the last National contest where I judged, to note that P. H. Kieffer was with us on that point. I had thought that he was holding for the quick high acid aroma in the high scores and I spoke to him about it. He said that kind is not apt to keep its quality and I can tell you that the butter that gets the way up scores in the National will according to the best information that I can obtain, be the rich, sweet, clean flavored butter and not the high acid butter.

I may be mistaken but I really believe it is right along this line that Iowa has lost out, for there is no reason why there should not be 10 or more creameries in Iowa getting as good raw material as in any other state. The buttermakers in those creameries are surely as good as in any other state, and if that be true then the reason for Iowa not having more banners must rest with the method used in making that raw material up into the finished product.

Now I realize it will be rather hard to change one's method and be sure right off the reel as to the result and that is the reason I am bringing this matter up so early. If my idea is right and the good butter is

being made in this manner, there is plenty of time to adopt the other method and enter a few tubs at the coming conventions and get a line on the scores. I think the Iowa judges have held more to this line of judging than the rest which has helped to keep up the method, for this method has been the one that has brought the top scores in Iowa. If our judges want to help line the buttermakers up on this proposition, thus putting them on an equal basis with the other states, they might draw the line on the high acid butter and give more credence to the clean, richer and milder flavored butter.

There is no use talking when one has raw material of good quality and understands making a fine starter, the next most important thing in pulling down high scores is to get next to the kind of butter the judges like and make the butter that way just as near as possible. That has helped many a buttermaker to get to the top simply because he went at it to make the butter in a way to bring out the flavor that the judges wanted.

I believe that I am right in this matter but if not, or if you think I am right or not, won't you write something for The Creamery Journal along this line and let us get up a little discussion in our paper similar to those pulled off in the Dairy Record occasionally. If we can get lined up on the right track and fully understand what the judges want in butter flavor, I feel sure, as I have said above, we have creameries in Iowa where as fine raw material is being delivered as in any other state and as for buttermakers, well just ask Prof. Mortenson if we haven't them, and if we can just get them to cater to these judges we ought to have about 10 tubs averaging at least 96, which ought to be high enough to take any banner offered.

Now while you feel like it instead of letting it go till some other time, which is what one often feels like doing, just write something to Sadler along this line.

C. L. Jacobsen is now in charge of the new creamery at Fowler, Colo. The new plant is thoroughly modern. A carload of Jersey cattle was recently sold among patrons of the new creamery.

More than one-third of the stock for the proposed co-operative creamery at Rockyford, Colo., has been subscribed. Work will begin this month.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

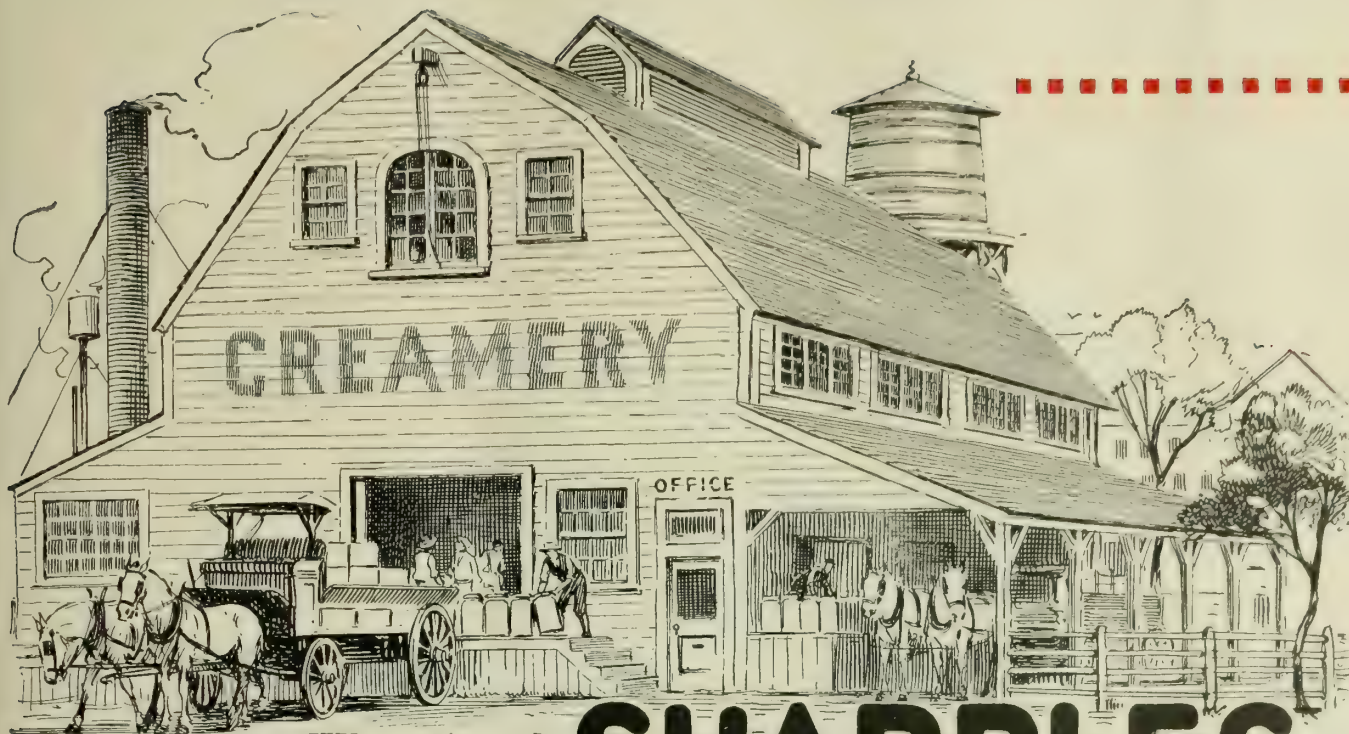
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THE FACTORY TUBULAR

THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

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Mr. Jordahl's record for nine consecutive months must mean something to you



Moisture content always under control

Mr. Jordahl uses the Victor churn. He knows he can depend on it absolutely. At his creamery, Monona, Iowa, for nine months his moisture content records were as follows:

December, 15.43	March 15.70	June 15.10
January 15.50	April 15.16	July 15.40
February 15.54	May 15.36	August 15.50

An average for nine months of 15.41

Mr. Jordahl has had such good results with the Victor churn that he never makes his tests for moisture content until the butter is packed in the tubs.

The Victor is no respecter of persons. What it does for Mr. Jordahl it will do for you. Make your next churn a Victor. Our literature and any information upon request.

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*The National
Creamery
Magazine*

VOL. XXV NO. 18

WATERLOO, IOWA, OCTOBER 15, 1914

ONE DOLLAR A YEAR

THE CREAMERYMAN

Has a personal interest in the success
of the farmer who brings in his milk

The National Dairy Show

Held At 42d and Halstead Sts., CHICAGO
October 22d to October 31st, 1914

Presents modern methods for highest efficiency in dairying; shows difference in cows; breeding and feeding for best results, and has on view 1500 cows of the best dairy breeds, and forty acres of machinery of every kind and character used in every branch of dairying.

A visit will do you and your trade a world of good. Work up a crowd of your own people to take a trip to this show.
The success of the dairy farmer spells your success.

Write us, and we will give you lots of useful information about the cost of travel and expense while in Chicago.

Several creameries have already chartered trains for excursions.

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EXHIBIT**

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The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 18

WATERLOO, IOWA, OCTOBER 15, 1914

One Dollar a Year

The Richness of Cream an Economic Factor to Patrons and Creamery

By PROF. J. D. JARVIS, Advisory Expert, Department Dairy and Creamery Improvement, the De Laval Separator Co.

In visiting the numerous creameries throughout the central western states, the writer found a number of causes responsible for the large loss of butter-fat and the defect in quality of the butter manufactured. The chief of these was thin cream. The density of the cream is one of the most important factors in the success or failure of a creamery. This may seem strange to many creamery managers, especially those whose low testing cream comes in sweet or those who are receiving whole-milk as well as gathered cream. Nevertheless thin cream is chiefly responsible for the abnormal loss of butter-fat and quality of butter and hence the low price paid the patrons for the fat.

Ten years ago, creameries received whole-milk which was delivered to them daily and they experienced very little trouble with the quality of their butter because the patrons had to deliver the milk sweet or it could not be used. This milk was skimmed with De Laval factory size separators which were capable of delivering a very heavy cream, thus excessive losses of butter-fat in the butter-milk were prevented.

Changed Conditions Brought About by Almost Universal Use of the Hand Separator.

With the introduction of the hand separator, the creamery industry has been revolutionized. The progressive farmer of today keeps his skim-milk for feed and delivers merely the cream to the creamery. Cream does not sour as quickly as milk, hence deliveries to the creamery need not be as frequent, which means a material saving in the cost of getting the butter-fat from the farm to the creamery, and the dairy business is in every way more satisfactory and profitable to the patron. Because of this fact, creameries have abandoned their skimming stations to a large extent. In Wisconsin, for instance, in 1905 there were 260 skimming stations; in 1910 there were only 88. This number is today considerably smaller.

Whether Cream Be Shipped to the Centralizer or Delivered to a Local Creamery, Heavier Cream Is Always Preferable.

The large private or centralized creameries operating on the hand separator plan developed very rapidly in sections of the United States where dairying was little known, as, for instance, Kansas, Nebraska, Oklahoma, Missouri and parts of Iowa. Whether the creamery be centralizer, pro-

prietary or co-operative, this problem of density and quality of cream is exactly the same.

With the increase in population the land values have increased. Ranching and grain farming are not profitable on high priced land because they remove soil fertility or plant food—each crop leaves the soil poorer. This is often called soil mining or “destructive agriculture” while dairying is soil building or “constructive agriculture.”

Thus dairying has been steadily on the increase, and as above pointed out, this has been principally along the line of the hand separator system. Creamery competition has become very keen among the buyers of cream. The question of “quality” has been neglected to a large extent, and instead of educating the farmers to deliver better cream, the buyers of cream, especially the centralizers, have been following the policy of attempting to correct the poor quality by the use of neutralizers, pasteurizers and germicides.

Why Heavier Cream Makes Better Butter.

It is now time to correct this evil of attempting to make good butter from poor cream and instead to insist on preventive

methods, such as proper care of cream on the farm. The first step is to insist upon heavy cream, or cream containing a large percentage of butter-fat. Heavy cream means better quality of butter for four important reasons:

(1) Heavy cream does not sour as quickly as thin cream.

(2) Heavy cream means a smaller amount to be taken care of, hence it is likely to be more thoroughly cooled and receive better care.

(3) Heavy cream can be pasteurized in the creamery with less loss of butter-fat in the butter-milk.

(4) Heavy cream permits of the use of a larger amount of good starter.

Other Advantages of Producing a Richer and Heavier Cream.

In addition to making it possible to produce better butter and hence a higher price to the patron, heavy cream has other economic advantages over thin cream. For instance, it means that more skim-milk is retained on the farm for feeding purposes; the cost of transportation is materially less, the benefit of which falls directly upon the patron.

When the creamery receives both milk and sweet cream, the cream patron should receive more per pound for the butter-fat he delivers than should the milk patron because there is always a certain amount of butter-fat left in the skim-milk, and this, of course, does not reach the cream vat. For every 103 pounds of butter-fat delivered to the creamery in the form of whole-milk only 100 pounds reaches the cream vat, whereas in the case of cream, all of the butter-fat delivered reaches the cream vat. The loss will, of course, vary more or less, but the above amount, or 3 per cent is, according to Professor Farrington, about the average.

The Amount of Skim-milk the Farmer Loses by Skimming Thin Cream.

A proportionate loss to the creamery occurs in the case of the patrons who deliver 20, 25, 30 and 35 per cent cream against the patron who delivers 40 per cent cream. Indeed, the relative difference will be even greater, because the loss of butter-fat in the butter-milk is always invariably greater than the loss of butter-fat in skim-milk, because thin cream does not churn out as exhaustively as does cream testing above 30 per cent. Take for example milk testing

(Continued on page 10.)



H. E. Van Norman.
President National Dairy Show Association.

THE MARKETS

NEW YORK.

Quality Fine—Conditions Unfavorable for Marketing Held Butter—Trade in All Lines Quiet.

[By the Creamery Journal Staff Correspondent.]

It seems impossible to get butter much above 31c as receipts have continued so free that any advance above that figure during the past two weeks has been impossible. For the most part, extras have sold 30@31c and oftentimes the movement was a little sluggish even at this price. The weather has remained remarkably warm all fall and practically no cool spell has prevailed, and this has been general largely throughout the country so that the make has continued fine with general marketing conditions unfavorable for the marketing of held butter. These facts have combined to make the principal trading centered in fresh stock. From now on a shrinkage in arrivals is expected, which will give owners of held butter a chance to market their product. Practically all the business so far in held butter has been on the part of jobbers who are working out their own stock. The speculative element has not been active at any time for even the top grades. As a rule the cutters of butter have been using fresh, as they could get it at a reasonable figure and were confident of getting sufficient supplies at all times for their trade.

There has been a good deal of comment during the past week about the action of the butter committee of the New York Mercantile Exchange when it raised the scoring of extras from 91 to 93 points. Since August 1st, when the usual summer defects began to be apparent, the 91 score has been in force. It was satisfactory to a large portion of the trade and when the butter committee changed to 93 there was a general protest. Coupled with the fact that there has been a double quotation on the one score, there has been a great deal of cause for comment. Many butter operators believe that now that fine butter is being sold and quoted by the score there should be but one quotation on one particular score. So strong was the protest that a request was made to the butter commit-

tee to go back to the old scoring. Some claim that the rule was to allow for the free movement of held butter but that this aim was not accomplished by the increased scoring.

There is no denying the fact that the butter trade in almost all lines is quiet. Consumers apparently are following the policy of retrenching on their food supply and butter is not being sold nearly so freely in any section of the city as it was at this time a year ago. Jobbers are not buying so heavily and the speculative market which bolsters the situation frequently, has not been nearly so active during the past month as it has been. With free receipts and a quite large percentage of ordinary stock, the market has been somewhat swamped by defective lines. With a slow market these have not received much attention and in order to move it at all, concessions have been necessary. This has resulted in a sloppy market on the undergrades, but with a falling off in supplies receivers look for a better movement. Many receivers have been doing their best to market some of their summer butter and this has interfered to some extent with the movement of fresh.

The condition of the American markets renders the importing of much foreign butter out of the question, although there are some shipments from Denmark. Last week's arrivals consisted of 1,573 packages of 56 pounds each. This was fine Danish butter and sold 31@31½c. The total imports since September 1st are 3,702 packages. Not much business will be done during the next few weeks as the markets in Copenhagen are about on a level with those in New York.

The October 1st report of the associated warehouses had a somewhat stimulating effect on the general market as it showed a shortage of 7,107,000 pounds compared with the same date a year ago. Forty-six houses reporting on October 1st claimed to have 60,894,700 pounds. These figures show a general reduction of about 3,190,000 pounds during September. This is a good showing many receivers believe on account of the handicap under which the held butter market has been during the past month on account of warm weather and free receipts.

Like other lines, process has not been as active as receivers would like to see it. The general market is in unsatisfactory condition as only the best grades are selling well. The market favors the buyer as there is enough stock on hand to be affected by the lower grades of creamery with which it comes in competition. Ladles have done fairly well on account of a good out-of-town outlet as well as local demand. Packing stock has done fairly well with receipts moderate.

CHICAGO.

Butter Market Satisfactory—Quality Above Standard—Foreign War Affects Our Market.

[By the Creamery Journal Staff Correspondent.]

Inquiries among local butter men establish the fact that for the most part the butter market for the past two weeks has been in a satisfactory condition. For the past two or three days the tone has been much more confident. The report of the cold storage warehouses, which was made public today, has given additional encouragement. A fair reduction appears to have been made since a month ago. Holdings of butter were reported at 60,894,000 pounds compared with 68,001,700 pounds a year ago, when they were the largest on record. The weather here, with the exception of a few days, has been mild, and there is not

that steady drain upon the coolers which might lead to speculation.

The make appears to be a little small in some sections, declare the commission men. However, plenty of butter is coming to the city to supply the current demand, and the quality of what is coming is something above the standard for this time of the year, it is claimed. The general inclination of most of the butter men approached was to discuss the warehouse report, although that has little direct effect upon the market. Local commission men, it seems, take a sort of pride in guessing the amount of butter in storage, and when they come near the mark, which many of them do month after month, they are wont to hold a little jollification with themselves over their good judgment.

This time it was the large storers who came closest to guessing the correct amount of butter in storage. Owing to the fact that their opinions were so well backed up by the report, they were inclined to be more confident in the future market. For shippers who are interested in the local market, it might be well to say that there is every chance of a very strong market with top prices before the winter is over. The warehouse report will speak for itself. It is less by far than that of last year, while the demand for butter is much increased.

Shippers should remember that foreign countries are buying butter in this country, both from Chicago and New York houses. It is but the beginning. The nations now at war must have butter, as well as shoes and clothing. The industry is at a standstill in most of those poor, war-ridden nations, where all the men are away at the front. Only the other day a large order was placed with a New York house for 28 tons of American butter. No Chicago house has received an individual order that large, but several smaller ones have been shipped. In a few months, if the war lasts, the demand will be come much stronger, that is certain.

All this means that the price is destined to climb, say local butter men. Daniel Coyne, of Coyne Brothers, in an interview last week, supported this theory.

"There seems little question that the butter market is destined to be strong this winter," said Mr. Coyne, "for a number of excellent reasons point to this result. It is a simple case of supply and demand, and would be the same with any other article. The war has much to do with the condition of the market. We are watching the situation most closely, in order to be prepared to give the best advice to our shippers. We are an 'all around the year' butter house, as is known to the trade. We are in the game just as strong during the winter as we are in the summer."

Mr. Coyne but recently returned from a trip through the northwest where he called on the shippers.

There is a good demand for fancy butter here at the present time, and such lots as arrive are not allowed to linger long in storage. There is considerable quibbling over the prices to be paid on extra firsts, however, as the buyers have been slow to "see" the prices demanded by holders. The holders, on the other hand, knowing the ready market which exists for the goods, have been none too anxious to part with fancy butter except when they can get about what they want.

Such is the general shape of the butter market here. Prices are not included in the review, as they change too much from day to day to be accurately reported in anything less than a market sheet or a daily newspaper with an accurate market page.

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MASON CITY FAIR	
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1st—C. Hovland, Lake Mills.....	97
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1st—J. J. Jensen, Copas, Minn.....	96½
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ST. PAUL, MINNESOTA

of which there are but few in this country.

The center of main interest on the street during the past two weeks is the approaching convention of the National Poultry, Butter and Egg Association, which will be held in this city. Business Manager W. F. Bennett began work as soon as his appointment was confirmed by the executive committee, and he has already made remarkable progress. The large amount of correspondence in connection with the approaching show has made it necessary to open a special office, which he has done in Room 210, Ogden Building. The Ogden Building, being located at Clark and Lake streets, is near the central produce district and contains many produce firms. Mr. Bennett was too busy to submit to a detailed interview. Seated at a flat top desk, covered with letters, many of them from enthusiastic shippers all over the country, Mr. Bennett was talking over three telephones at the same time. He was making things fly. During a lull in the proceedings, he said:

"I'm too busy to say a word to anybody right now, but you can tell them that this show is going to be the king-pin of them all, and that any shippers who have not written to me or to 'Charlie' McNeill announcing that they intend to come had better do so at once. We can handle the crowd much better if we know what to expect."

Mr. Bennett can be reached at the address already given, while Charles McNeill, chairman of the committee on arrangements, can be reached at 226 W. South Water street. Both gentlemen are willing and eager to go out of their way to help shippers who wish to attend the show. One of the most encouraging features is

the many new members who have joined the organization since plans for the show have been in the air.

J. R. Tyler, the well known produce man, has returned after an extended trip through Iowa, where he called on the shippers.

Alfred Collyer, of Waterloo, Iowa, was in Chicago for a few hours last week on his way home from Boston, where he made a study of market conditions. Mr. Collyer was besieged by local friends in the produce trade for a tip or two on the Braves for use in the World's Series, but he refused to express an opinion or to resent the many times that his attention was called to the fact that he has a namesake who is a star pitcher of the National League Champions.

William Wagner, of G. M. H. Wagner, chairman of the joint committee of the various organizations in the produce trade which is planning to establish a new commission house district, returned last week from an extended western trip. Mr. Wagner would not discuss the situation in regard to the exodus from the street, declaring that he had not had time to get in touch with the situation since his return. He was well informed on all the important developments during his absence from the city and refused to either confirm or deny the statement that it was business in connection with the enterprise which brought him back to the city a little before the time he had intended.

"I must declare that you trade paper boys are hard on the job for news," laughed Mr. Wagner, "and just as soon as there is anything to give out you will get it, even before the newspapers, you can depend upon that. I want to say again, however, that the war has not delayed the project in the least, as some have claimed. All

the financial arrangements have been completed and they were made with the greatest care, in anticipation of something just like what has happened. Nothing is holding us back now but the details of the great plan. I may have something more definite to give out in a week or two, after I have refreshed my mind on the details of what has been accomplished during my absence."

Commercial travelers in the produce trade are fighting mad, and they have a right to be. The railroads running out of Chicago have increased the price of mileage books. It all comes about in this way. When the Interstate Commerce Commission refused the carriers the right to increase their freight rates, they admitted at the same time that the increased cost of operation entitled the railroads to an additional revenue of some sort. Therefore they gave them permission to raise the passenger rates, thinking that the burden would be evenly distributed on the general public. The railroads, however, thought otherwise. They decided that the competition of the interurban lines running out of Chicago was a little too strong to permit them to take any such action as this. Therefore they leaped feet first on their best customers, the commercial travelers, and decided to boost the price of mileage books. This hits certain classes of travelers in the produce trade hard, especially those who are used to making long "jumps." Traveling from town to town within the borders of a state, of course the mileage laws of that state prevail. The several hundred men in the produce trade here who travel for the various houses are writing strong letters of protest to senators, representatives and others who, they believe, have in-

(Continued on page 17.)

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

**The Fox River
Butter Co.**

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

BUTTER SCORES

Iowa State Dairy Association Convention, 1914

Waterloo, Iowa, October 13th, 14th and 15th

Total entries, 151.

Complimentary scores, 6.

Total average score, 92.12.

Average of 10 highest in whole-milk class, 95.47.

Average of 10 highest in gathered cream class, 95.57.

Average whole-milk class, 94.3.

Average gathered cream class, 93.

Average of 10 highest scores, 96.

Whole-milk Class.

No.	Churn	Salt	Color	Score
55 Thos. E. Sadler, Oelwein.....	Dual	Wor	Han	96 $\frac{3}{4}$
66 E. E. Mittlestadt, Arlington.....	Dual	DC	....	96 $\frac{1}{2}$
143 J. J. Brunner, Strawberry Point..	Dual	DC	Han	95 $\frac{1}{2}$
63 Matt McDowell, Hazleton.....	Vic	DC	Han	95 $\frac{1}{2}$
130 H. C. Ladage, Plainfield.....	Dual	DC	Han	95 $\frac{1}{2}$
11 J. W. Weidemeyer, Waverly.....	Dis	DC	WR	95
21 G. Steussi, Manchester.....	Dis	DC	WR	95
23 L. L. Zbornik, Sumner.....	Vic	DC	Han	95
28 Fred Christensen, Ayrshire.....	Per	Wor	WR	95
34 R. W. Chadwick, Waterloo.....	Per	DC	O. Dug	95
42 W. F. Harms, New Hampton....	Vic	DC	Han	95
58 H. A. Griesse, Readlyn.....	Dual	DC	Han	95
59 Albert Fay, Cascade.....	Dual	Wor	WR	95
83 E. B. Olds, Sumner.....	Vic	DC	Han	95
89 W. H. Chapman, New Hartford..	....	....	....	95
111 D. T. Broers, Stanley.....	Vic	DC	Han	95
116 Elmer J. Reed, Manchester.....	Vic	DC	Han	95
120 Mrs. Antone Smith, Jesup.....	Vic	DC	Han	95
122 H. P. Bancroft, Delhi.....	Vic	DC	Han	95
133 F. W. Stephenson, Oelwein.....	Dual	DC	Han	95
138 E. A. Cole, Lamont.....	Vic	DC	Han	95
150 F. W. Bremer, Sumner.....	Vic	DC	Han	95
4 C. B. Bracy, Maynard.....	Vic	DC	Han	94 $\frac{1}{2}$
7 Wm. McFarland, Hudson.....	Vic	DC	WR	94 $\frac{1}{2}$
53 A. W. Mooney, Denver.....	Dual	DC	Han	94 $\frac{1}{2}$
56 G. F. Langquist, Saude.....	Per	Wor	....	94 $\frac{1}{2}$
86 B. F. Bentley, Oran.....	Dis	DC	Han	94 $\frac{1}{2}$
91 F. W. Zell, Sumner.....	Dis	DC	WR	94 $\frac{1}{2}$
100 Carl Meier, Fairbank.....	Vic	DC	Han	94 $\frac{1}{2}$
118 Milton Colton, Masonville.....	Vic	DC	Han	94 $\frac{1}{2}$
119 J. F. Dawson, Delaware.....	Vic	DC	WR	94 $\frac{1}{2}$
123 Alton Brannon, Lawler.....	Vic	Wor	Han	94 $\frac{1}{2}$
134 Roy Scoles, Fredericksburg.....	Vic	DC	Han	94 $\frac{1}{2}$
1 Paul Day, Sumner.....	....	....	....	94
51 Harley Evert, Edgewood.....	Dual	DC	....	94
94 Carl Hovland, Lake Mills.....	Per	DC	WR	94
98 W. H. Eischeid, Waucoma.....	Dual	DC	Han	94
114 J. F. Sharp, Parkersburg.....	Vic	DC	Han	94
129 A. J. Widdel, Jesup.....	Dual	DC	WR	94
25 C. A. Day, Sumner.....	....	....	....	93 $\frac{1}{2}$
38 R. Jorgensen, Alta Vista.....	Vic	DC	Han	93 $\frac{1}{2}$
48 W. P. Hughs, Fairbank.....	Vic	DC	Han	93 $\frac{1}{2}$
50 M. E. Boots, Oelwein.....	Vic	DC	Han	93 $\frac{1}{2}$
87 N. Nelson, Gilbertson.....	Sim	DC	WR	93 $\frac{1}{2}$
140 P. W. Peterson, New Hartford..	Vic	DC	Han	93
15 M. Anderson, Emmetsburg.....	Per	Wor	Han	92 $\frac{1}{2}$
31 S. O. Rusley, Leland.....	Per	DC	WR	92 $\frac{1}{2}$
117 Julius Brunner, Osage.....	Dual	DC	....	92 $\frac{1}{2}$
128 F. C. Daniels, Shell Rock.....	....	....	....	92 $\frac{1}{2}$
147 Mrs. Robt. Wagner, Sumner.....	Dual	Col	....	92 $\frac{1}{2}$
149 Robt. Wagner, Sumner.....	Dual	Col	WR	92 $\frac{1}{2}$
40 B. E. Bragg, Preston.....	Per	DC	WR	90 $\frac{1}{2}$

Gathered Cream Class.

27 F. C. Hinze, Hanlontown.....	Vic.	Wor	....	96 $\frac{1}{2}$
12 H. C. Stendel, Scarville.....	Per	DC	Han	96 $\frac{1}{4}$

Champion Culture Makes Champion Butter



Thos. E. Sadler, of Oelwein, winner of Sweepstakes score at the Iowa Dairy Association convention and Dairy Cattle Congress, used Champion culture in his butter that scored 96.75.

Carl P. Olson, of Litchfield, won highest in the September Minnesota Educational Contest with a score of 96.50. He, too, is a user of Champion Culture.

Why don't you join our class of champions too?

THE CHAMPION BUTTER CULTURE CO., Alfred Anderson, Mgr., LITCHFIELD, MINN.

29	Peter Refsdahl, Plymouth.....	Per	Wor	Han.	96
30	F. D. Warner, Northwood.....	Dual	DC	Han	96
18	Carl Nelson, Swea City.....	Per	Wor	WR	95½
61	L. S. Edwards, Algona.....	Per	DC	....	95½
22	Henry Hansen, Cylinder.....	Per	Wor	Han	95
64	Watson Shick, Independence.....	Dual	DC	WR	95
75	C. R. Conway, Garner.....	Per	DC	WR	95
79	Wm. Helgersen, Lone Rock.....	Per	Wor	Per	95
99	B. T. Soles, Stout.....	Dual	Wor	WR	95
104	H. K. Nelson, Scarville.....	Dis	DC	Han	95
110	David Gunning, Lemars.....	....	....	....	95
135	N. O. Nelson, Wesley.....	Per	DC	Han	95
139	Earl Batchelder, Littleport.....	Per	DC	WR	95
8	Niels Nielson, Goldfield.....	Per	Wor	Per	94½
19	Ben Frank, New Vienna.....	Vic	DC	Han	94½
71	G. J. Gudknecht, Owassa.....	Vic	DC	WR	94½
102	Robt. Bless, Ventura.....	Vic	Wor	....	94½
107	J. A. McAdams, Dumont.....	Vic	DC	Han	94½
113	J. H. Bakken, Ridgeway.....	Per	DC	Han	94½
121	H. Soballe, Coulter.....	Vic	DC	Han	94½
146	Geo. Wick, Roland.....	Dis	DC	WR	94½
16	J. P. Ryan, Adair.....	Vic	DC	....	94
36	Jens H. Hagen, Joyce.....	....	....	....	94
47	Fred Lehman, Monticello.....	Dual	DC	WR	94
54	P. A. Jordahl, Monona.....	Vic	DC	WR	94
57	Wm. McGinness, Volga City.....	Vic	DC	WR	94
62	John Christensen, Thornton.....	Dual	Wor	....	94
65	D. W. Mohler, New Hampton....	Sim	Wor	Han	94
70	L. C. Peterson, Story City.....	Dis	DC	WR	94
76	C. F. Bolig, Fenton.....	Per	DC	WR	94
95	R. H. Foutz, Dougherty.....	Vic	DC	WR	94
96	J. P. Whalen, Elma.....	Vic	Wy	Han	94
108	B. F. Schultz, West Union.....	Vic	DC	Han	94
126	W. E. Mittlestadt, Alden.....	Dis	DC	Han	94
145	H. P. Chapman, Aplington.....	....	....	....	94
14	Fairfield Pure Butter Co., Fairfield	Vic	Wor	....	93½
26	M. P. Junker, Graettinger.....	Dual	Wor	WR	93½
33	S. S. Hudson, Titonka.....	Per	Wor	WR	93½
43	Iver Barlow, Calmar.....	Per	DC	WR	93½
46	F. E. Craig, Center Jct.....	Vic	DC	WR	93½
74	Fred Herzog, Hubbard.....	Vic	DC	Han	93½
69	Louis Anderson, Ringsted.....	Per	Wor	Per	93½
84	Ed Rubsamen, Preston.....	Vic	Cad	WR	93½
112	John J. Marx, Hospers.....	Per	Wor	Han	93½
5	Wm. Matters, Graettinger.....	Per	Wor	WR	93
32	L. P. Nelson, Exira.....	Dual	DC	WR	93
85	C. T. Knutson, McCallsburg.....	Per	Wor	WR	93
90	M. J. Mansager, Jewell.....	Vic	DC	WR	93
93	P. C. Flaskgaard, Terrill.....	Vic	DC	WR	93
124	O. B. Stenberg, Ellsworth.....	Vic	Wor	WR	93
137	Chris. Ludhoy, Greenfield.....	Vic	DC	Han	93
148	Henry Foss, Saratoga.....	Vic	DC	Han	93
2	Martin Cronk, Fayette.....	Sim	DC	WR	92½

The Annual Pilgrimage to the Dairy Show.

A student of human nature not long ago came in contact with a man of finished qualities in the pleasant bon comaraderie that springs up between bright minds when meeting in a railroad smoking car. In the course of a chat it developed that he was a doctor, 79 years "young," on his annual visit to his medical Alma Mater to take a 30 days' clinic. Weighing the keen, alert, poised personality before him, the question was asked: "Don't you think that a doctor of your age and experience in the practice of medicine has about covered the field? Is it necessary for you to compete with youth in these yearly clinics?"

The old doctor's eyes flashed. "Why, man alive! I wouldn't dare miss one," he said. "They keep me in touch with all the research and development in medicine for the past 12 months. I couldn't conscientiously cover my practice and know that I wasn't equipped to the last word in medical progress. The life of my patient might hang on a new bit of technical knowledge or hygienic method or remedy I had failed to keep abreast with. There is no standing still today in any profession. We live by what we daily incorporate of knowledge into our lives and pursuits."

Here is a thought for the dairy farmer and all his friends in the same field of commercial endeavor. There is no knowing all there is to be known on any subject, even if developed with one from early youth. Competition springs innovations over night in every branch of every industry. To be up and coming, the progressive dairyman and his allies will not dare to put off a visit to the National Dairy Show. Let each do so and it may effect his profits for the next decade. He may overlook some little trick of management, a new bit of equipment, a new way of economizing time and expenditure, a progressive thought that may let new light into a dark, old subject that will revolutionize his entire business. Progress is like truth—it grows by what it feeds on. You, Mr. Farmer Man, come to the National Dairy Show in Chicago in October and get wised up on the little things. Don't let your fellow brother farmer put one over on you. Coming to the show may mean a sacrifice somewhere to do so, but it will pay in the end.

The Wisconsin State Cheesemakers, Association will hold their annual convention at Milwaukee, January 6th, 7th and 8th. Headquarters will be at the Republican House.

The new creamery at Fowler, Colo., is now in operation.

20 James P. Kelly, New Hampton...	Vic	DC	Han	92½
44 A. T. Johnson, Panora.....	....	....	....	92½
49 F. J. Schroeder, Wadena.....	Vic	Wor	WR	92½
73 O. A. Otnes, Maquoketa.....	Vic	DC	WR	92½
77 R. E. Clemmons, Burt.....	....	....	....	92½
80 Frank Niekels, Amber.....	Per	DC	....	92½
88 V. O. Williams, Afton.....	Per	DC	WR	92½
101 E. A. Jensen, Forest City.....	Per	DC	Per	92½
92 Geo. G. Kolthoff, Britt.....	Per	Wor	Han	92½
103 O. W. Dubbs, West Bend.....	Per	Wor	WR	92½
106 Guy Thomas, Clear Lake.....	Per	Wor	WR	92½
136 J. E. Lauridson, Albert City.....	Vic	DC	WR	92½
10 John Paulson Ring, Woden.....	Vic	DC	Han	92
17 A. M. Hansen, Thompson.....	Vic	Wor	WR	92
52 J. T. Leonard, Elkader.....	Dis	Wor	WR	92
60 Chas. Finch, Garber.....	Dis	DC	WR	92
67 E. Z. Carr, Lime Springs.....	Vic	DC	WR	92
78 W. H. Anderson, Fenton.....	Dis	Wor	WR	92
115 N. O. Bendicksen, Decorah.....	Per	Wor	....	92
132 B. O. Brownlee, Kanawha.....	Vic	DC	Per	92
131 E. P. Conway, Goodell.....	Dis	Wor	Per	92
37 Wm. Hens, Staceyville.....	Dual	DC	WR	91½
109 Peter Thuessen, Kimballton.....	Dis	Col	Han	91½
9 A. O. Dahlen, Northwood.....	Dis	Wor	WR	91
24 Herbert Olson, St. Olaf.....	Per	Wor	Han	91
82 E. M. Fredericksen, Clemmons...	Dual	Col	Han	91
13 N. O. Dahlen, Northwood.....	Per	DC	WR	90½
3 Joe Taylor, Dubuque.....	Sim	DC	WR	90
45 W. D. Wenthe, Waterloo.....	Vic	DC	WR	90

Complimentary.

35 A. J. Anderson, Otisco, Minn.....	97
6 Jon. M. Schmidt, Litchfield, Minn.....	93½
81 Toledo Co-operative Cry. Assn., Toledo, Ore.....	93
141 Wm. Kloster, Ramah, Colo.....	91
97 Q. Morsch, Peebles, Wis.....	92
127 John Luthly, Ames.....	95

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

Will you kindly tell me your way of handling and making your starter, also how you start your mother starter, and what culture you use? At what temperature do you hold your starter milk for ripening? Any information you can give me along the way you make and handle your starter will be appreciated.

The above letter came to me from a good creameryman in Iowa and I have no doubt that there are a good many who are thinking of trying something to help their quality and may think as this man did, that the starter proposition would be a good way to help out in this matter. I believe this is right, as I consider a good starter of great help even with the poor cream and, of course, it should be used with sweet cream to control the ripening and give a uniform flavor.

Thinking that others might be interested I am giving our method of handling starters here.

We use all whole-milk from one farmer. I would use the skim-milk from this same nice clean milk, but we have no separator at the creamery, therefore we use it whole. We have fine success with it, getting very good starters right along, but have an idea that where the whole-milk is heated to 180 or above it may be we do not recover all the fat in the churning. Perhaps it would pay one to have a small factory separator just in order to skim this starter milk, thus doing away with the loss (if there be any loss) and having the sweet cream to use for ice cream or retail.

This milk is heated in the starter can to 180 and held at this temperature for some time (15 to 30 minutes), then cooled to 65 degrees for ripening. We use about 1½ quarts of our best mother starter to set this, which brings it around in good shape by the next morning. (We set it about 5 p. m.)

In the morning, as we need the can again for fresh milk, we put the starter in 10-gallon cans and set it in the refrigerator, which is at about 35 degrees, to wait till the afternoon when we want to use it in the cream. It then has a fine body and flavor and is quite cold, which helps in cooling the cream.

The mother starter is the main thing, for you will get no better starter than you have mother starter. We use the fresh warm milk for this, using the copper starter cans sold by S. H. Thompson Co., Fort Dodge, Iowa. These hold a little over one quart and have overlapping covers. They are easily cleaned, can be steamed as much as you want and are much more satisfactory than quart bottles which we did use. The glass bottles were getting broken so often and we would often lose our mother starter milk in this way and were very glad when a copper can was gotten out.

We have a starter box made of copper and covered with inch boards. This box has steam and water connections, so we can heat the mother starter milk with live

steam. This does not give any pressure but as it has a fairly tight cover it is no trouble to run the temperature above 200 and as the milk is held about two hours it puts it in good shape for use in carrying along the starters.

We use Elov Ericsson's culture and get fine results from its use. We also have one of Mr. Culp's eight-year-old cultures, which we have run nearly a year, and one of our Ericsson cultures has been running a long time. Today was the 604th setting, and it has never been changed, just carried on each day from the original culture. These are both fine starters, which show that one can carry a starter a long time if proper care is exercised. They get off once in awhile, but a change of temperature or amounts of setting will bring them back again.

When setting a new culture we empty the bottle of culture from the laboratory into one of the quarts of pasteurized milk and set it in the box at 70 degrees, which brings it out about right the next morning. We aim to carry the mother starter box at as near 70 as possible and find that this gives us good starters. Don't try to run starters unless you are willing to put considerable work on them. You will find it best to fix a box for the mother starters as it is so much less work to care for them and it makes it possible to do so much better work, and one enjoys it more when he can do it as it should be done.

We use from 10 to 15 per cent starter in the cream—the more the better, unless your cream is too thin. We add the starter after the cream is well pasteurized and cooled down to 80 or below, then continue the cooling to churning temperature, after which it is either held two hours to give good body and a clean churning, or over night. I think the quicker it is churned the better but where the pasteurizing is done around four or five o'clock, it would make it too late and in that case the next morning will do very well.

Of course, if we had sweet cream we would ripen a trifle at about 65 degrees before cooling, but with poor and with sour cream I think it better to cool at once to churning temperature.

I do not say that this is the only way to handle a starter, but know that we are getting good results and think the main reasons are that we have good milk, pasteurize it thoroughly, have proper arrangements for handling the mother starters, and use the utmost care in transferring the starter from day to day in the mother starter cans. One has to be very careful in the little things if he wishes for success in making 95 scoring starters.

Bearing on the reason for Wisconsin's great gain in the dairy industry, the Wisconsin Advancement Association learns that there have been added nearly 30 new creameries in the upper counties during the last year. Three of the largest country creameries in the state are in the upper counties and many of the others are very large. The aggregate output of the three largest ones will approximate \$1,000,000 this year.

Send for a specimen of the various blanks which comprise the American System of Creamery Accounting. We have blanks that will save you labor and expense. Write the Fred L. Kimball Co., Waterloo, Iowa.

Ryder, N. D., is to have a creamery. E. H. Officer is the interested party financially.

Smith's Computer (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.

MANUFACTURED BUTTERMILK

THE BEST

Every experienced operator knows that manufactured buttermilk is just as healthful, and a great deal more palatable than the raw product. For that reason it is easy to create a demand for the manufactured product.

The Cherry Buttermilk Machine

Is the most recent adaptation of the Original Jensen Spiral Coil. With the addition of a set of mixing blades, it makes a perfect machine for the manufacture of this popular-profitable health drink.

Pursuing our usual policy, we carefully tested out the merits of our machine before we offered it to the trade and the result exceeded our greatest expectations.

Ask for our method of manufacturing buttermilk—a little booklet containing some information you ought to have.

Be sure to call on us during your visit to the National Dairy Show.

J. G. CHERRY COMPANY

CEDAR RAPIDS, IOWA

ST. PAUL, MINN.

TAMA, IA.

PEORIA, ILL.

A Move to Improve Iowa Butter

By W. B. BARNEY, Commissioner

After having made what we know is a marked improvement in the quality of Iowa eggs, we are going to see what we can do to help the quality of cream.

Nearly a million of what is known as our bad egg warning have been sent out within the last year. This is only one of our various plans of educating the producer. We believe in education first, and prosecutions as a last resort. We will have to admit that we were obliged to make a good many prosecutions to get results and get rid of the bad eggs, and the end is not yet.

We have sent to the creameries for distribution among their patrons, a large quantity of our bulletins, "Care of Milk and Cream on the Farm." Speakers from this department have addressed farmers' institutes and held dairy and creamery meetings warning the farmers time and again that there was altogether too much poor cream on the market to make the class of butter that sells for top prices. We realize that a great many of the producers have made a very general improvement in their products by bettering the conditions about their places in the way of putting in ice houses or water tanks for the purpose of cooling and keeping their milk and cream in good condition. Besides this, many new milk houses have been built and others remodeled and cleaned up.

We expect to keep up this kind of work and from this time on supplement it by having the assistant dairy commissioners, where their time will permit, visit some of

the most flagrant violators on the farm. Within the last few weeks we have made several successful prosecutions under the new sanitary law, enacted by the 35th general assembly, part of section one reads as follows: "Every dairy, creamery, cheese factory, restaurant, hotel, grocery, meat market, or other place or apartment used wholly, or in part, for the preparation, sale, manufacture, packing, storing, or distribution of any food, shall be properly lighted, drained, plumbed and ventilated, and conducted with strict regard to the influence of such conditions upon the purity and wholesomeness of food therein produced, and for the purpose of this act the term 'food' as used herein shall include all articles used for food or drink."

The courts have held that milk and cream come within the meaning of this act, and as we believe no one will dispute that they are articles of food. This being true, why should this department stand for the operation of the cream separator in a hog house. Last week a would-be dairyman donated \$25 to the school fund of Fayette county for that privilege, besides this he paid the costs of the case. One other offender paid \$15 and costs, while two others in Clayton county contributed \$10 each. We wish to give these prosecutions the publicity they merit as a warning to other willful offenders.

The old saying that "cleanliness is next to Godliness" does not seem to appeal to some of the cream producers. If these

people alone were the sufferers for such gross negligence, we should not feel so vitally interested. They do not appear to know, or care, how much loss or damage they are doing a careful neighbor with whose cream their filthy product is mixed in going to market, neither are they at all solicitous of the welfare of the buttermaker who is using every effort to make a grade of butter that will score 92, or better, so that the creamery may pay a price that shall reflect credit on the management as business men, and fairly compensate the real dairyman for his hard work. We believe that the unwashed separator has had more to do with low grade butter than any other evil.

We are writing this as a warning to the filthy offenders and to say that unless they clean up and change their methods they will be obliged to do so after having donated to Iowa's school fund.

National Dairy Union.

The regular annual meeting of the above organization is hereby called for 10:30 a. m. on the 28th of October in the hall of the Breeders' building, adjoining the National Dairy Show building. As this meeting gives our members and friends of the dairy industry, who are welcome, an opportunity to attend the National Dairy Show, we hope all will come. The meeting will be short, but important. As there is much work in sight for the secretary, who is new, we want to get him started right. Very interesting reports will be read.—G. L. Flanders, president; W. E. Skinner, secretary.

Elmer J. Reed is now buttermaker for the Manchester (Iowa) Farmers Creamery Company.

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

JUAN A. BABCOCK

Some of the Very Finest Creamery Butter
Made from Gathered Cream.**GEO. M. RITTENHOUSE & CO.**154 Reade Street, NEW YORK
BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

**The Richness of Cream an
Economic Factor**

(Continued from page 3.)

4 per cent and five lots of cream testing 20, 25, 30, 35 and 40 per cent respectively. How will the loss compare? It will take:

2500 pounds milk testing 4 per cent to equal 100 pounds butter-fat.

500 pounds cream testing 20 per cent to equal 100 pounds butter-fat.

400 pounds cream testing 25 per cent to equal 100 pounds butter-fat.

333.33 pounds cream testing 30 per cent to equal 100 pounds butter-fat.

284.64 pounds cream testing 35 per cent to equal 100 pounds butter-fat.

250 pounds cream testing 40 per cent to equal 100 pounds butter-fat.

Under normal conditions 85 per cent of the whole-milk is skim-milk and 10 per cent is butter-milk. If the average fat in the skim-milk is 1 per cent and in the butter-milk 2 per cent, then the total fat loss in the milk delivered will be 2.65 pounds, leaving 97.35 pounds of butter-fat. Again quoting Professors Farrington and Woll, under good creamery management the average loss of butter-fat due to mechanical losses (sampling and testing cream, and cream and particles of butter which adhere to cans, vats, churns etc.), is approximately 3 per cent, thus leaving only 94.35 pounds of butter-fat available for butter. Taking the legal standard 80 per cent butter-fat in butter, the largest amount of butter that can be manufactured from this would be 117.93 pounds or an overrun of 17.93 per cent.

**Creamery Can Produce More Butter at Less
Cost if Patrons Furnish Heavy Cream.**

In the case of cream there would, of course, be no loss of butter-fat due to skim-milk, but there would be the loss of butter-fat in the butter-milk and the mechanical fat loss in manufacturing the butter. The following table gives the available fat and overrun on different richnesses of cream containing 100 pounds of butter-fat delivered to the creamery:

Cream per ct	Pounds butter-milk	Test per cent	Fat lost in butter-milk	Mechanical fat loss	Available fat	Overrun per cent
20	400.	.2	.80	3.	96.20	20.2
25	300.	.2	.60	3.	96.40	20.5
30	233.33	.2	.466	3.	96.534	20.66
35	184.64	.2	.369	3.	96.631	20.78
40	150.	.2	.30	3.	96.70	20.86

Some creameries under the best of creamery management have been able to reduce the mechanical fat loss percentage and also the loss of fat in butter-milk, thereby obtaining a greater amount of available butter-fat and a larger overrun.

In comparing 20 per cent cream with 40 per cent cream there will be 150 pounds of butter-milk testing .2 of 1 per cent (in reality it would be less than this because, as stated above, rich cream churns out more exhaustively than thin cream) or a difference of one-half pound of butter-fat available for butter on every 100 pounds produced.

This, together with 250 pounds of additional skim-milk, at 30c per 100 pounds, which the 40 per cent patron would have over the 20 per cent patron, will make a difference of at least $\frac{3}{4}$ c per pound for butter-fat in favor of the heavy cream.

**The Creamery That Can Get All Cream
With High Butter-fat Content Has
a Distinct Advantage.**

If two adjoining creameries were operating under similar conditions, excepting one received cream testing 40 per cent and the other cream testing 20 per cent, this difference would soon cause the latter creamery to fail.

Up-to-date creameries receiving cream which is more or less sour follow the practice of pasteurizing the cream in order to improve the quality of the butter. If the cream tests low in butter-fat the losses will be excessive because the practice of pasteurizing causes the smallest fat globules to become imprisoned in the coagulated curd and hence lost in the butter-milk. The loss in the butter-milk due to this cause may run as high as $\frac{1}{2}$ per cent of butter-fat.

**Heavy Cream Enables a Creamery to In-
crease Its Production Without In-
creasing Its Equipment.**

The capacity of a creamery can be materially increased by influencing the patrons to deliver a rich cream instead of a thin cream, because the capacity of the cans, cream vats, churns, etc., is measured in gallons of cream and not in pounds of butter.

Some creameries today are following the policy of taking the percentage of butter-fat into consideration in determining the price. The cream which is clean flavored and tests 30 per cent or over, will receive top quotations, while cream testing less than 30 per cent will receive 1 or 2c less per pound for butter-fat.

That just as good butter can be made from hand separator cream as from whole-milk separated at the creamery cannot be disputed. At the International Dairy Show in Milwaukee in 1912, over 80 per cent of the Wisconsin entries of butter were made in creameries that received hand separator cream and the average score was 92.8 points. The entries from hand separator creameries in Minnesota and Iowa compared favorably with the Wisconsin score. Nevertheless the quality of creamery butter, as a whole, has been lowered a few points and the great majority of creameries must change their general method of creamery operation with reference to quality of cream received before a marked improvement in the quality of butter will be achieved. Butter manufacturers are beginning to recognize that there is now a greater range in the quality of creamery butter than formerly, and they are making their quotations accordingly. Thus the progressive, up-to-date creamery is put in position to receive direct benefit for its efforts in the way of improving the quality of butter through improving the quality of cream delivered by its patrons.

Visitors Personally Conducted.

The personally conducted tour will be a feature of the National Dairy Show this year, October 22d to 31st. It is such a vast affair in all its infinite details and there is so much to see, that the management realizes the visitors frequently overlook points of interest in the exhibitions and programs, in a very daze of so much to see, hear and get acquainted with. To that end the university extension department of the various state agricultural colleges have signified a willingness to help in the good work by simplifying the process of sight seeing by visitors from their home state. Each state will give these personally conducted tours under the trained supervision of the agricultural students from the home college, and working in conjunction with the creamery managers and owners' associations of Ohio, Indiana, Illinois, Michigan, Wisconsin and Iowa, expect to make a grand success of it. Representatives of the above will notify the farmers of the excursions planned from the towns of these several states and the date of same, and will personally accompany excursion trains into the show and make the round of the exhibits with them, to get them acquainted with their bearings, so that no feature thereafter will be overlooked. Wisconsin, Michigan, Ohio and Illinois are giving their people the choice of days, in order that they may see their favorite breeds of cattle judged. Indiana will be in strong for the show, some 3,000 students and visitors being pledged by Purdue University alone—all coming in an excursion body. Wisconsin will rival, if not exceed this number. Ohio is boasting strong for a big delegation from that state, and has asked for a special day to be named and set aside for them, which has been done—October 28th being known as Ohio day. Special trains bearing important guests will be run from as far east as Boston and as far south as Atlanta, Ga. A carefully compiled list of reasonably priced boarding houses and hotels handy to the show will be on file at the bureau of information at the show building, and all surface and elevated roads will be placarded with directions as to easy methods of getting to the show from any part of the city. For parties of five or more special concession on admission tickets will be made.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry**GEO. M. BAER & CO.**References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.25 South Water Street
PHILADELPHIA

4—PRIZE WINNING VICTORIES—4

Wisconsin State Fair 1914

**-4-
FIRST
PRIZES**

F. M. WERNER, Waterloo, Wis.	-	-	-	-	Score 96 1/2
G. P. SAUER, Cedarburg, Wis.	-	-	-	-	Score 96 1/2
H. D. NICHOLS, Elkhorn, Wis.	-	-	-	-	Score 96 1/2
J. J. JENSEN, Copas, Minn.	-	-	-	-	Score 96 1/2

Using Chr. Hansen's Danish Butter Color

**-4-
FIRST
PRIZES**

CHR. HANSEN'S LACTIC FERMENT CULTURE

Wins First Prize

F. M. WERNER, Waterloo, Wis., Score 96 1-2

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MILWAUKEE, WIS.

LITTLE FALLS, N. Y.

Mobilization of Dairy Forces

TO MAKE WAR ON POOR CREAM

A meeting will be held on October 27th in the Florentine room, Congress hotel, Chicago, for the purpose of discussing means for improving the quality of American butter and reducing the cost of production.

While this meeting is called under the auspices of the American Association of Creamery Butter Manufacturers, it is open to everybody and we extend an invitation to all who are interested in dairying.

Prof. Eckles, of Columbia, Mo., will discuss "Building Up a Dairy Herd."

Hon. T. A. Borman, editor of the Kansas Farmer, will lead the discussions on the above subject.

Prof. G. L. McKay will discuss "Oleomargarine Legislation and the Necessity for Organization."

Prof. O. F. Hunziker, of Purdue University, will discuss the "Variations in Tests and the Defects in Cream Testing."

Prof. C. Larsen of Brookings, S. D., will discuss the "Necessity for Cream Grading and Paying According to Quality."

Prof. J. H. Frandsen, of Lincoln, Neb., and the Hon. Mr. Hines, state dairy commissioner of Kansas, will lead the discussions on cream grading.

Prof. M. Mortensen, of Ames, will talk on "Observations Abroad During the Past Summer."

H. S. Johnson, president of the Fox River Butter Company, will discuss "Market Conditions and the Necessity for Good Quality of Butter."

Prof. Fred Rasmussen, of Durham, N. H., will discuss "Dairy Conditions in the East and the Cost of Production."

Prof. C. W. Larsen, of the Pennsylvania State College, will discuss "Dairy Conditions in Pennsylvania."

While we may not be able to arrive at any definite plan on the question of cream grading, to which we can all agree, the agitation will be a starter which must be continued until the quality of the American butter is such that we can meet competition from any quarter of the globe. It is true that poor butter and medium grade butter are made in all countries, yet at the same time we will not be competing against the average butter but against the best grades from other countries.

One of the largest butter dealers in Europe said to the writer last year that he would sooner have the American market with its 92,000,000 population than he would the market of any other country with a population of 135,000,000 as the Americans wanted the best and were willing to pay the price.

It is a fortunate thing for the dairy interests, especially butter dealers of this country, that the war has kept out foreign butter to a very large extent, otherwise, the chances are that heavy losses would be sustained from storage butter.

Poor cream is entrenched behind a wall of competition that must be broken down by co-operation. Some have pointed out the danger of organized effort as an in-

fringement on the Sherman anti-trust law. We can not think for a moment that the United States government would ever attempt to interfere with any united movement the principal object of which was to uplift or improve the quality of the American butter.

Caring for cream properly is so simple that no one should err. What is necessary is the removal of the animal heat as soon as cream is separated. If this is done after each separation, cream can be delivered two or three times a week in a condition to make the finest grade of butter. Cleanliness is a very important factor but low temperature and quick removal of the animal heat are equally, if not more, important factors.

Every creamery in the country is more or less troubled with poor cream. The quality of butter made at small creameries is injured more by poor cream than that made at the large so-called centralized plants as only one grade of butter is made at the former while the latter grade their cream and make two grades of butter. Where there is no difference in price, we can not expect the farmer to properly cool and care for his cream. There is undoubtedly a lot of cream which should be rejected altogether that is made into butter. We have wasted too much time trying to remedy matters at the lower end of the stream when the source of contamination is at the other end, or on the farm.

In closing, I will again invite creamerymen and buttermakers and all who are interested, to attend this meeting during the dairy show. In the evening there will be a banquet at the same hotel in the Gold room given by the American Association of Creamery Butter Manufacturers. Some

(Continued on page 15.)

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THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor

E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, OCTOBER 15, 1914

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting, St. Paul. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

THE NATIONAL DAIRY SHOW.

This is our last call for the National Dairy Show to be held in Chicago October 22d to 31st. It will be our last appeal to creamerymen—buttermakers, managers, secretaries and boards of directors—to attend this great exposition. Never before have things looked so bright for the success of the show. Dairy animals are in excellent condition, and there will be a record-breaking number on exhibition. Each year the competition among breeders grows keener; each year the interest among all classes of dairymen gets more closely united, until now there seems to be a great concertion towards making the National Dairy Show the one really big thing in the dairy world. The co-operation among dairymen, creamerymen, milk dealers, cheese and

ice cream makers has come to be a solid chain with no weak links.

When you stop and consider just what the National Dairy Show is—when you look at its purpose, the expense of attending fades into oblivion. There must be some great head to dairying. Why not the National Dairy Show? There must be some central place to assemble once a year and exhibit the newest developments in the dairy trade. Why not the National Dairy Show?

To get the real value out of the show one must go with the desire to learn something about his particular phase. He must look up and attend the conventions, talk with the exhibitors and study the cattle. There is a vast amount of simple information to be gained by attending the show.

Another thought we wish to emphasize is this: In order for cow owners, creamerymen, milk dealers and ice cream makers to succeed, there must be a profitable market. Before this profitable market must come quality. In order for the individual dairyman to succeed the dairy industry as a whole must be successful. The key to the situation is the National Dairy Show. It is the great dynamo of knowledge, enthusiasm and power which can and is pulling the dairy business forward. And unless you do your share towards forming a complete circuit you are blocking the voltage and making it more difficult for the great machinery to carry the load.

Attend the National Dairy Show and get the spirit of push and co-operation. Don't be a non-conductor.



A speaker at a recent meeting used very aptly a few important phases of baseball and buttermaking. In the world's series just over some of the best men made sacrifice hits and scored a run—not for themselves but for the team. The speaker said that three things were of importance in baseball and in buttermaking—first, to make a hit; second, the willingness to sacrifice; third, the necessity of team work.



May your milk of human kindness never sour. May you skim off the cream of life, and may it ripen into prosperity, giving your butter of old age a flavor of happiness—and a high score on the last Great Day—and may your conduct be such that you will never be called upon to "cheese it."



We are led to plagiarism: Like whiskers and weeds, the Elgin Butter Board continues to thrive after each cutting.



It's the height of folly to spend money to get new business and then not spend enough to take care of it.



There is an excuse for aiming high and missing, but no credit for low aim and hitting.

Make Your Butter Attractive

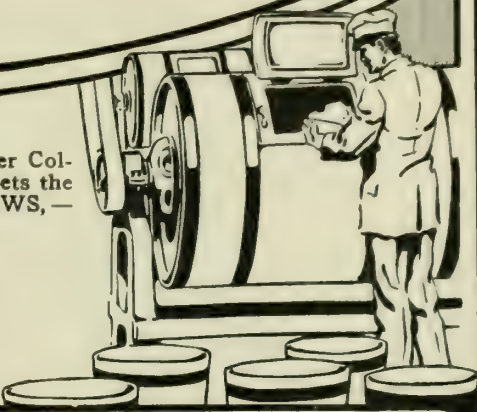
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Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

Butter Color

The color with the golden shade

Mobilization of Dairy Forces

(Continued from page 11.)

of the most prominent educators and statesmen in the United States will be present and deliver addresses.

Anyone wishing to attend the banquet, can have reservations made by applying to G. L. McKay, 2037 Continental and Commercial Bank building. Price of tickets, \$3 each.

We would like everyone to attend the day meeting even if they do not stay to the banquet.—G. L. McKay.

Resume Elgin Investigation.

The produce trade was startled near the close of the month by the announcement that Charles F. Clyne, the new district attorney for the federal government who recently succeeded James E. Wilkerson, had started an investigation of the Elgin Board of Trade, on the ground that the injunction of Judge Landis restraining the organization from fixing prices by means of a quotations committee was being violated. The investigation promises to be most searching, and if the board is found guilty the penalty is likely to be rather severe, even to the abolishment of the body as an active trade organization. Cases of federal injunctions being violated in the produce trade are rare, and it is hard to say to just what extent the Elgin board has deliberately refused to abide by the federal decree. Produce men on the street who were asked for an opinion said that they believed that there might have been some violation by the Elgin board, but that they were inclined to think it was due to carelessness rather than to deliberate intent. A number

of the local commission men have allowed their membership on the board to expire during the past year and only a few of them have been sending representatives down to Elgin, so that they are not in such close touch with the situation as to be able to give accurate opinions. Charles F. Clyne, the new district attorney, when interviewed by the representative of The Creamery Journal, said:

"I have reached no decision, personal or otherwise as to the guilt of the Elgin Board of Trade in this matter. In fact I know little about the situation. If the board has violated the injunction of Judge Landis they are in for a serious time, that's all."

Wisconsin Buttermakers, Attention!

Many buttermakers are anxious to know when and where the next buttermakers' convention will be held. We may state at this time that the first week in February has for many years been religiously observed by the buttermakers of Wisconsin as their convention week. In conformity to this custom the dates for the 1915 convention will be Tuesday, Wednesday and Thursday, February 2d, 3d and 4th.

The place for holding the convention has not yet been definitely determined but will be announced later. Two cities are after it and as soon as a selection has been made by the officers of the association, due notice will be given.—G. H. Benkendorf, secretary.

E. J. Holmers, of Braham, Minn., was appointed creamery inspector in the state dairy and food department. J. M. Mellin, of Monticello, was appointed dairy inspector.

Illinois State Fair Educational Butter Scoring

The September scoring for Illinois buttermakers was held at the Illinois State Fair. Thirty-six entries of creamery butter were shown with an average score of 91.22.

For the purpose of distribution of premiums the state was divided into northern, central and southern divisions. There were 14 exhibits from the northern division, 16 from the central division, and six from the southern division. The average score on butter exhibited from the northern division was 91.96; on that from the central division 90.8, and on that from the southern division 90.91. Prizes were awarded as follows for each division:

Tubs—Northern Division.	
First—Forest Glen Creamery, Round Lake.....	95.66
Second—A. I. Spohn, Morrison.....	94.
Third—O. W. Albright, Scales Mound.....	93.66
Prints—Northern Division.	
First—A. J. Spohn, Morrison.....	94.83
Second—F. Grimm, Savanna.....	93.50
Third—P. J. Petersen, Round Lake.....	92.33
Tubs—Central Division.	
First—Fred Lockwood, Danville.....	94.
Second—Frank Szerlong, Camp Point.....	93.33
Third—W. F. Strain, LeRoy.....	92.16
Prints—Central Division.	
First—W. F. Strain, LeRoy.....	93.16
Second—Watseka Creamery, Watseka.....	92.16
Third—Frank Szerlong, Camp Point.....	91.83
Tubs—Southern Division.	
First—H. E. Seigman, Bogota.....	92.66
Second—J. R. Newberry, Newton.....	92.50
Third—O. S. Coffin, Claremont.....	91.
Prints—Southern Division.	
First—J. R. Newberry, Newton.....	92.50

The analysis of the butter compared very favorably with what might be expected in market butter, except that the salt content was unusually low. The average per cent of salt was only 2.04; the average fat content 83.61, and the average moisture 13.38.

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We will give you the price that lets you in on our big capacity—closely organized—efficient printing plant, and we will give your printing every advantage and every saving we make for our printing, high class work and low costs.

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WATERLOO, IOWA

Fifth Minnesota Scoring

By HON. JOEL G. WINKJER

In the fifth educational contest there were 170 entries of butter and seven entries of cheese. The average score of the butter was 91.96 and of the cheese 94.10.

The judges were M. Sondergaard of the federal dairy division and James Sorenson, manager of the Albert Lea State Creamery. S. G. Gustafson also scored with them and dictated the criticism letters to the butter-makers.

PRIZE WINNERS.

First District.

O. H. Gronseth, Waterville—m.....	93
M. A. Nielson, Lake Benton—c.....	92½
A. Geo. Nelson, St. James—c.....	92½

Second District.

Gust Knudson, Armstrong—m.....	95½
Oscar Bergseth, Lyle—c.....	93

Third District.

H. H. Lunow, Mayer—m.....	96¼
C. A. Scott, Jordan—c.....	93

Fourth District.

P. E. Robinson, Underwood—c.....	93¾
N. F. Thielman, Elrosa—c.....	93¾

Fifth District.

L. Haslerud, Thief River Falls—c.....	92½
---------------------------------------	-----

Sixth District.

L. M. Jacobs, Pierz—c.....	93¾
E. J. Holmers, Braham—m.....	92¾

First District.

A. J. Ruttum, Hendricks—c.....	93¾
C. B. Jensen, Wabasso—c.....	92½
M. A. Nielson, Lake Benton—c.....	92½
A. T. Parsons, Traverse—m.....	92
A. H. Danheim, Nicolle—m.....	93
Ed H. Peterson, Waterville—c.....	90¼
A. E. Call, Nicolle—c.....	92¼
Thos. A. Aalid, Alpha—c.....	92¼
C. E. Rausch, Mapleton—m.....	92
Fred Hanson, Lake Crystal—c.....	92
Senius Nelson, New Prague—m.....	93¼
G. C. Pettes, Rapidan—m.....	90½
Fred W. Dehn, New Ulm—m.....	93¼
Harry Lundgren, Lafayette—m.....	92½
S. H. Hagen, Jackson—c.....	91¾
Oscar N. Johnson, Comfrey—c.....	91½
Soren Kristenson, Kiester—m.....	93¼
Christian Christianson, New Ulm—c.....	91
H. E. Jeppenson, Garden City—c.....	92¾
O. H. Gronseth, Waterville—m.....	93
A. Geo. Nelson, St. James—c.....	92½
N. A. Schons, Mankato—m.....	92¾
Ernest Johnson, Lafayette—m.....	92¼

Second District.

H. H. Jensen, Clarks Grove—m.....	92¼
Ed Hanson, Wanamingo—c.....	90½
M. C. Siverling, Glenville—c.....	91½
H. P. Kumm, Mable—c.....	90½
Theo Sunde, Dakota—m.....	90½
Wm. Christenson Cannon Falls—m.....	91¾
John F. Helme, New Richland—c.....	91½
James Rasmussen, Albert Lea—m.....	93
Allen W. Burt, Utica—m.....	91
J. W. Engel, Pratt—m.....	93
A. W. Seidel, Clairmont—m.....	92
A. D. Fisher, Owatonna—m.....	93
Ed O. Prestegard, Northwood, Iowa—c.....	93
E. W. Steinhilber, Elysian—m.....	92¼
Harvey Anderson, Clinton Falls—m.....	91¾
Oscar Aase, Kenyon—c.....	91¼
J. H. Wartenberg, Claremont—c.....	92
Alfred Camp, Owatonna—m.....	92¼
Hilmer P. Hanson, Hartland—c.....	91¼
Hans Larsen, Hayfield—c.....	91
Oscar Bergseth, Lyle—c.....	93
Gust Knudson, Armstrong—m.....	95½
Edwin Ullring, Webster—m.....	93¼
G. A. Truman, Skyberg—m.....	91½
Bernard Doecker, Dodge Center—c.....	90½
J. Phlepsen, Lake City—c.....	91¼
Julius Ramsey, Myrtle—m.....	92¼
Sam Helson, Twin Lakes—m.....	93
J. A. Anderson, Otisco—m.....	93½
Iseneh Brey, Winona—c.....	91½
R. P. Christianson, West Concord—c.....	92
Henry Springer, Alden—m.....	94¼
Louis Torgerson, Rushford—m.....	92¾
Ferdinand Jacobson, Ellendale—m.....	92¾
E. H. Sommers, Faribault—c.....	92
Martin Anderson, Lewiston—c.....	92
H. A. Hendricks, Albert Lea—m.....	90¾
C. A. Hogaas, New Richland—m.....	92½

A. J. Felber, Witoka—m.....	91
E. H. Larson, Elgin—c.....	93¼
Peter Kvale, Emmons—m.....	94¼
Fred Peterson, Manchester—m.....	92

Third District.

A. H. Jorgenson, Buffalo—m.....	92¼
W. E. Cleveland, Darwin—m.....	92¼
G. C. Krapes, Litchfield—m.....	93¼
Geo. A. Miller, Maple Lake—c.....	91¾
E. O. Quenveld, Hutchinson—m.....	93
E. G. Omen, Delano—m.....	95
M. Langenfeld, Belleplaine—c.....	91¾
W. E. Johnson, Ass't, Cokato—m.....	91½
Matt B. Peterson, Gibbon—m.....	91¾
Geo. W. Hagberg, Cokato—m.....	92¼
W. E. Laab, New Auburn—m.....	91½
E. W. Redman, Howard Lake—m.....	92½
Axel Peterson, Darwin—m.....	93
W. E. Redman, Montrose—m.....	92¾
E. J. Wright, Long Lake—c.....	92
A. G. Redman, Buffalo—c.....	92
Theo Peterson, Maple Plain—c.....	92¼
Frank J. Nagel, Dassel—m.....	92
John M. Schmidt, Litchfield—m.....	92¾
H. E. Sorensen, Kimball—m.....	93
Henry Erickson, Hutchinson—m.....	91¾
Will H. Donney, Cologne—m.....	95½
A. C. Engelhard, Richmond—c.....	92¼
Richard Shafer, Arlington—c.....	91½
O. A. Redman, Osseo—m.....	93¾
H. H. Lunow, Mayer—m.....	96¼
R. J. Anderson, Belgrade—c.....	92
E. A. Danielson, Cokato—m.....	91¾
F. W. Hedke, Norwood—m.....	94
Card P. Olson, Litchfield—m.....	96¼
I. H. Rasmussen, Dassel—m.....	92¼
H. L. Stensenberg, Atwater—c.....	91¼
Wm. P. Nagel, Stewart—c.....	90¾
O. W. Olson, Hawick—c.....	92¼
P. L. Anderson, Holt—m.....	90½
Bertel P. Jurgens, Litchfield—m.....	95
Willie Bechtel, Hutchinson—m.....	91
R. J. Rick, Norwood—m.....	95
Chas. Strobel, Arlington—c.....	92¼
F. F. Foss, Dassel—m.....	93
C. A. Scott, Jordan—c.....	93
J. E. Underwood, Hutchinson—m.....	93¾

Fourth District.

N. F. Thielman, Elrosa—c.....	93¾
C. C. Thoen, Westport—c.....	93¼
Anton Baltes, Long Prairie—c.....	92½
S. E. Robinson, Underwood—c.....	93¾
A. C. Jorgenson, Brandon—c.....	90¼
Geo. F. Westerman, Brooton—c.....	93
A. Rasmussen, Ottertail—c.....	92¾
Carl Graverson, Georgeville—c.....	92
H. A. Goetsch, Wadena—c.....	90¾
M. Skoglund, Eagle Bend—c.....	92¼
Geo. Byers, Brooton—c.....	93
Emil Schudeiske, Carlos—c.....	93
W. C. T. Boettcher, Browerville—c.....	90½
Max W. Siegel, Bertha—c.....	91¼
Henry C. Werbes, Parkers Prairie—c.....	90
Joe Nanson, Clarissa—c.....	92½
H. A. Landeen, Erhard—c.....	90¾
J. F. Kietly, Lowry—c.....	92
Wm. Johnson, Pelican Rapids—c.....	91¾
Gust Skooglund, Carlos—c.....	91¾
J. S. Orbeck, West Union—c.....	92

Fifth District.

L. Haslerud, Thief River Falls—c.....	92½
John Nelson, Viking—c.....	92
Otto C. Peterson, Mentor—c.....	90¾
Albert Anderson, Erskine—c.....	90½
Fritz Wahlin, Fertile—c.....	91½
E. E. Dennison, Beltrami—c.....	93¾
E. S. Remstad, Greenbush—c.....	91

Sixth District.

F. J. Kassube, St. Francis—c.....	90
B. A. Finch, Rush City—m.....	92¼
S. Carlson, Cromwell—c.....	91½
A. H. Nelson, Taylors Falls—m.....	92½
E. A. Wahlstrom, Grandy—m.....	91½
Arthur Iten, Grand Rapids—c.....	91
V. Hoiberg, Askov—c.....	91¾
L. N. Jacobs, Pierz—c.....	93¾
P. M. Scott, Motley—c.....	90½
Henry A. Hanson, Isanti—c.....	92½
Mrs. K. I. Mokler, Little Falls—c.....	91¼
E. I. Colin, Braham—m.....	92½
E. I. Holmers, Braham—m.....	92¾
Arthur Gustafson, Mora—c.....	92¼
Carl W. Carlson, Finlayson—c.....	90
Geo. W. Peterson, Shafer—m.....	96

A new creamery is under way at Rocky Ford, Colo. C. J. Cover is chairman of the committee.

Jay Welsh, of Geddes, S. D., is going to build a creamery.

THE MARKETS

(Continued from page 5.)

fluence with the Interstate Commerce Commission, to urge them to make a change which will relieve the commercial travelers from this burden, which is said to be discriminating. The railroads claim that if any discrimination exists it lies in the granting of mileage to the commercial travelers at the expense of the rest of the traveling public.

Among recent incorporations appears the name of the Swedish Separator Co., which has incorporated for \$25,000 to manufacture and deal in machinery for creameries and dairies, as well as for the general public. The papers for the incorporation have just been returned from the state capital, and as a result nothing definite has been decided on the part of the company, except that a location will be taken somewhere in the city. The incorporators of the new company are David Levinson, William S. Struckman and Florence E. Johnson.

It is understood on the street that the new government district attorney, Charles F. Clyne, intends to make things warm for the Elgin Board of Trade, which is alleged to have disregarded the injunction issued by Judge K. M. Landis to abolish the famous quotations committee, charged with being the instrument which fixes prices in the Chicago butter market. The contention of the federal authorities that butter prices here in Chicago fall and rise at the beck and nod of the Elgin board is next to ridiculous, as every produce man here knows. As a matter of fact, most of the local butter dealers have allowed their membership on the Elgin board to expire automatically, and few of them bother any more to send representatives out to that point. Yet it is said that Mr. Clyne has placed a number of investigators at work to gather evidence against the organization, which will be presented in due course of the law. Mr. Clyne would not discuss the situation, further than to say something which is a matter of common knowledge, namely, that it was likely to go hard with any individual or organization which disregarded an injunction from a federal judge, especially Judge Landis. Important developments are expected in the case within the next week. Officials of the Elgin board deny that they have violated the injunction by attempting to maintain fixed prices of butter.

The Cloverdale Creamery Co., which has been in the limelight for several weeks owing to reported financial embarrassment, it is claimed, has put itself on a firm basis by giving a deed of trust to the Continental and Commercial Trust and Savings Bank to secure a bond issue loan of \$150,000, maturing in 15 years and bearing 6 per cent interest. The deal is secured by the property of the company at Indiana Avenue and 16th street, as well as other property in Lake View. The company will go ahead with business and will seek to expand.

As predicted by the writer in these columns several weeks ago, the recently established municipal market, which was launched by parlor chair reformers to drive the legitimate produce men out of business, if possible, has proved a complete failure, and it is now a question of weeks, perhaps days, before it will be abandoned. The first trouble, as was predicted by John Low, of Wayne & Low, is that the people will not patronize the market. There is a good reason. The peddlers are asking as much as the retail groceries for all goods. Another vital trouble has been that the farmers have ignored the market.

MAKE YOUR HEADQUARTERS BOOTH NO. 69

To the many friends and acquaintances of



We wish to announce the location of our "at home" quarters during the National Dairy Show, Chicago, October 22d to 31st. Whether you are a daily user of Wyandotte Dairyman's Cleaner and Cleanser and have made the "Wyandotte" booth your convention headquarters in previous years, or whether you are one of the newly-made acquaintances or a friend of Wyandotte Dairyman's Cleaner and Cleanser and are attending the great show for the first time, in either case you are most cordially invited to visit Booth No. 69. Come and stay as long as you like, whenever you please.

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In Every Package

It will be a pleasure if we can serve you in any way while at the Convention and Booth No. 69 will be open to you and your friends at all times.

The J. B. FORD COMPANY, Sole Mnfrs.,

WYANDOTTE, MICHIGAN

This Cleaner has been awarded the highest prize wherever exhibited.

PHILADELPHIA.

Unusual Heat Affects Quality—Interest Shown in Highest and Lowest Grades —Storage Trade Dull.

[By the Creamery Journal Staff Correspondent.]

August weather in October has certainly affected the butter market surprisingly, and the little interest that is manifested is confined almost entirely to the highest and lowest grades of creamery, the in-between medium, being more or less neglected. Because of the small proportion of the receipts that are able to grade "fancy" and "extra," a modest demand is more than sufficient to absorb the arrivals and while there has been some see-sawing in values, it has not been enough to make any appreciable change in prices, being up one day and correspondingly down the next. Fancy specials have had a good call at 33c and in some cases where the goods were particularly high scoring, an advance has been obtained. Extra at 31c had a steady demand and the supply not being equal to the wants of the trade, it, too, frequently commanded a premium. Medium grades have comprised the bulk of the offerings and been quite plentiful. Extra firsts were held at 29½@30c and firsts at 29c, but with buyers looking for bargains—something better in quality at the same figures—they were hard to move, and receivers generally had to do some shading in order to effect a clean up.

Cheap goods have been wanted and the outlets good for seconds with a value of 26@27c, most of the sales, however, were made at the inside figures, as 26c would meet the buyers' idea of value, it having a demand from the baking and cheaper trade.

Very little has been doing in storage butter, the weather being against it, and prices too high to offer an inducement.

Ladles have been plentiful and dull at quotations. At the beginning of the troubles abroad, speculators reasoned that it was their time to advance prices, and about four weeks ago they boomed them. Seconds over night went from 19½c to 23c; this checked trading, and about a fortnight ago, the makers, realizing that the prices were a little high to do business, have been willing to accept 23c for extra, 22c for firsts and 21c for seconds.

Packing stock has been in freer offerings and the quality, showing some improvement, values are considered fair at 19½@20c per pound. There is at present considerable of this grade of butter held in the coolers, it having gone in when prices were higher, the owners of which are now quite willing to unload and are looking for buyers.

Oleomargarine is having a good sale on this market. The most of it goes out in the regular way, but some is still moving out "under cover."

The authorities here are still battling with the manufacturers of oleo without a license. Noll, the deputy collector of Internal Revenues, has just discovered a complete plant at 2322 Fairhill street, Philadelphia. John E. Duffy was arrested as the proprietor and held in \$1,500 bail for evading the government tax. His place contained 1,200 pounds of oleo, four boxes filled with the product printed as butter, a number of tubs and butter color, together with a horse and wagon which contained butter boxes and tubs.

Notes.

For the Chicago Butter, Egg and Poultry convention, October 26th and 27th, a special car will leave here via P. R. R., on October 24th, with representatives from the following houses: John J. MacDonald, Bickel & Miller, Crawford & Lehman, Wm. Smith & Co., John P. Wilson, Moffit, Wentworth & Co., Geo. M. Baer & Co., Edson Bros., Isaac W. Davis Co., Risser Bros. Co., A. R. Heisey, J. M. Morris Co.

BOSTON.

Market Shows Signs of Strength—Inquiry for Storage Good.

[By the Creamery Journal Staff Correspondent.]

After passing a quiet spell the past week, the butter market appears to be recovering some vitality. Buyers have not yet begun to stock up to any extent, but they show more interest in the situation, and may be willing in another week to respond to some advance. This is indicated by the promise of cooler weather and more inquiry from out-of-town stores. But we don't wish to encourage any great expectations. It will take time to restore confidence, and it is

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doubtful if much of a rise in values can be maintained. General business is still unsettled, and financial conditions are far from being satisfactory. Dealers in all lines are slow to increase their obligations, and for this reason there are little or no speculative operations. What dealers would like is a steady basis of values, and a fair demand for current consumption.

Sales of extra creamery the past two weeks have been on a basis of 30½c for 93 score, with some fancy brands at a higher rate. For 91 score it has been hard to get over 30c. At the close, receivers were holding high scores at 31c. Firsts have been selling moderately at 27@29c, with an occasional lot at 29½c. Seconds are slow and easy at 25@26c, and thirds at 23@24c. Ladles have eased off to 22c. No packing stock of any consequence offering. Renovated butter has eased off to 25c. The principal demand is for the high grades, which are kept well sold up. All the under grades are slow and in favor of buyers.

There has been more inquiry for storage butter this week, and it will probably soon be quite a factor in the trade. Up to this time its use has been confined mainly to jobbers who had some put away for their own trade. The best of it is held as high as 31c, but when put freely on the open market it will probably take about same range as fresh. Some dealers prefer it to most of the current fresh make, but they cannot do much with it until the temperature gets down to the freezing point. The report of the associated warehouses indicates a decrease of about 7,000,000 pounds as compared with a year ago, and this has a strengthening effect on the situation. But full confidence cannot be placed in the future. Foreign supplies are beginning to come in again from neutral places, and we cannot count on any real shortage here. While the war rages abroad there is no certainty of what may happen, so it is just as well that operators in all lines keep within conservative bounds.

"I feel perfectly sure that the butter situation is coming out all right," said one of our large receivers, in answer to our inquiry, "but I am not advising our customers to load up to any extent. I don't want to encourage any speculation such as might boost prices beyond a reasonable extent, because I believe that would check consumption. The talk in the papers about the high cost of living has already scared

many people, and induces a rigid economy that is being felt on many kinds of food products. The safest way for producers and dealers is to prevent inflated values as much as possible."

The statistical situation of butter is only fairly satisfactory here. Receipts the past week are liberal for the season, and distributors are still complaining of the small volume of trade.

For the month of September receipts aggregated 5,932,300 pounds against 6,096,700 pounds same month last year, showing a slight decrease as compared with a year ago.

The stock in cold storage showed a slight increase for the month, while last year for the same time it showed some decrease.

The consumption or distribution for the month of September figured out 5,697,768 pounds, a slight decrease as compared with September last year.

These slight discrepancies are not of much importance, but they are straws showing the tendency of trade, and are warnings to dealers to be cautious in their operations.

The receipts of butter at Boston for the two weeks ending October 10th amounted to 2,757,333 pounds against 2,253,038 pounds same time last year, an increase as compared with a year ago of upwards of 500,000 pounds for the two weeks.

Coming at this late season this increase has an important bearing on the situation, and has caused a slight increase in the holdings.

Trophies at the National Dairy Show.

A number of very beautiful and expensive cups and trophies add to the zest of class exhibitors at the National Dairy Show. Money prizes are quickly spent, and soon dissipated in buying shoes for the children or other necessities as they arise. But a trophy of whatever nature speaks in tangible form for many years to come of the thrilling moment in life when it was handed the exhibitor for reward of merit above and beyond every competitor he met in his class at the time. The American Guernsey Cattle Club has forged ahead of every other association this year in such special offerings. Heading the list is the stunning Wilbur W. Marsh trophy for champion cow of the Guernsey breed, put up for the first time this year, and to be won three times by the same owner. It is a magnificent punch bowl of dull beaten silver equal to

holding some 10 gallons of liquid refreshment, and enriched on its sides by small bas relief scenes of a bucolic nature. It was made especially to order and the winner who gets first leg on it this year has something to remember.

The Briarbank Farm trophy is another very beautiful thing—a splendid bronze bull in all the hauteur of his breed poised spiritedly on a red onyx base which bears a bronze shield in front inscribed as follows: "Briarbank Farm Trophy. Given by W. T. Barbour for get of sire at National Dairy Show." This must be won twice by a Guernsey breeder to become the permanent property of the person competing for it, but whoever wins it may enjoy possession of it for the time being on his mantel shelf until one month before the next corresponding show, when it goes back to the secretary's office for renewed competition.

The Maple Farm cup is a nice bit of silver put up by Charles D. Ettinger, which falls to the owner showing the best two-year-old Guernsey heifer. One winning means permanent possession.

The John R. Valentine trophy is entailed until won by some association three times. It is a gorgeous \$500 piece of plate put up for the best milk cow of any of the dairy breeds. The Ayrshire folk had the honor of last year's capture, Adam Seitz, of Waukesha, Wis., furnishing the honor cow.

The Ayrshire association offers a special \$50 cup this fall for the exhibitor who wins the largest amount of money on individual animals bred, owned and exhibited by him, provided he is a member of the association, and his animals are registered in the Ayrshire register.

The Howard Gould challenge cup for best Dexter specimen over one year old exhibited at the show makes it interesting for the entrant of that good type. It can not be won more than twice by the same animal, so that the class is kept "coming" by infusions of new blood right along.

Cash to the amount of \$100, trophy or banner, is put up for the best assembled herd exhibited by individual contributors to 12 head of each group shown, under the name of the state in which they are owned. Here is a nice little tidbit to whet the interest of the small breeder of a few cattle who courts recognition of those few quite as strongly as his big brother does of his big field. The purse makes a nice little sum to "divvy" up on and nets quite a bit of prestige for each owner of entries in the winning herd. These trophies, coupled with the \$10,000 cash premiums, justify the expectation of a grand and stately show of the best cattle in the world of all dairy breeds and show a decided interest in the showyard form as well as in the pail performance.

Butter Storage Temperatures.

Many of our readers will not agree with us about the proper temperature for butter storage and will say that 10 degrees above zero is not low enough for best results. We have had a great deal to say along this line at different times, and we beg to again call attention to the fact that zero temperatures are not necessary for the proper keeping of well made butter for periods up to eight or nine months. We maintain that our position is justified by government tests as well as practical experience and that 10 degrees above zero is low enough for storing good butter for any length of time up to six to eight months, providing the storage room is correct otherwise. It is doubtless true, however, that packing stock butter or butters which may be off flavor or otherwise defective are better stored at a temperature of zero and below. This fact

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HIGH IN QUALITY :: :: LOW IN PRICE**PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS**

Order it from your dealer or send your order to the manufacturers

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we are not ready to dispute, although even in this case there might be some question about it.

Furthermore, it is believed that when butter is stored at a temperature of zero or lower that the high quality body and general goodness of the best makes of butter are deteriorated. The big city cold storage houses from their ability to carry butter at low temperatures have encouraged and fostered the idea that any temperature above zero was not suitable for butter storage, and this influence has predominated for some years past. The more progressive dairymen are, however, working away from the idea and know that a temperature of 10 degrees above zero is low enough for practical purposes.

An important point bearing on the subject is the question of economy of operation. Unless the insulation is extra heavy and efficient and especially if the compression type ammonia system is utilized, the expense of carrying a temperature of 10 to 15 degrees below zero is almost double what it would be to carry the temperature at 10 degrees above zero. The storage rate has been reduced to so low a point that the profit to the warehouseman from storing butter at temperatures below zero must be very small if it does not indeed pay an actual loss in some cases.—Madison Cooper.

The Waterloo Convention.

Time will not permit of a very complete report of the convention of the Iowa State Dairy Association or the Dairy Cattle Congress held in Waterloo beginning October 12th. The week opened with rain, which continued until Thursday afternoon. The great crowds which would have been on hand were kept away, but even so, there was a good attendance.

The election of officers Thursday forenoon resulted as follows: President, W. B. Quarton, Algona; vice-president, W. H. Chapman, New Hartford; secretary, J. J. Ross, Iowa Falls; treasurer, E. T. Sadler, Waterloo.

Owing to the misfortune of rain and the fact that the Dairy Cattle Congress stood to lose heavily on this year's show, and in view of the importance of the show to the dairy industry of the state, it was unanimously voted to refund to the management the \$600 which they offered the association. The officers of the Dairy Cattle Congress expressed their hearty appreciation of this liberal act.

The buttermakers' judging contest resulted as follows: First prize, H. C. Stendel, Scarville, 9½ points off; second prize, D. W. Mohler, New Hampton, 11 points off; third, F. B. Lucia, Jefferson, 12 points off.

In the beauty contest, G. Steussi, of Manchester, won first; C. F. Boleg, of Fenton, second, and Guy Thomas, of Clear Lake, third.

The treasurer's report showed a balance on hand October 1, 1914, of \$1,441.81.

The Fred L. Kimball Company banquet at the Russell-Lamson Hotel, Wednesday evening, was well attended, there being 235 people at the tables.

Notice.

In publishing the scores of the Iowa State Dairy Association, the score of C. E. Brant, of Fairbank, was omitted. He received a score of 94.

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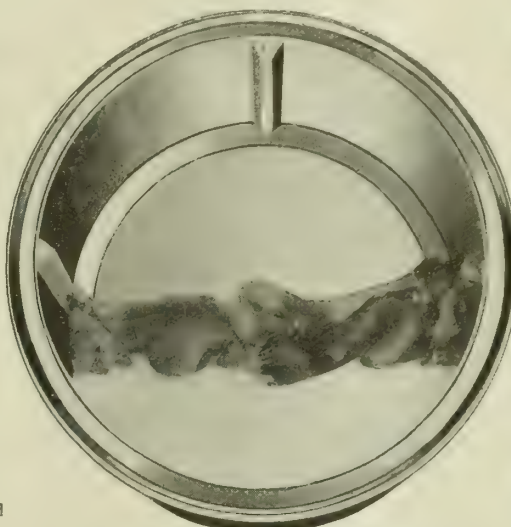
Do you go to all the unnecessary trouble of scraping and brushing the slime from the bowl and milk coatings from the discs, or do you

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Than Any Other

B-K removes separator slime without scraping or brushing

B-K washing cleans and purifies discs, vats and piping



B-K makes pipe cleaning easy and quick. No scraping required

B-K purifies by destroying bacteria which spoil milk and cream

PHOTOGRAPH OF SEPARATOR BOWL

Showing separator slime immediately after discs had been removed

This cut shows that the slime by its own weight has fallen away in a sheet from the walls of the bowl. Just pour it out together with the skim milk and in a minute's washing you have a smooth clean bowl.

B-K has a peculiar quality that when metals are washed with it milk solids or separator slime cannot adhere to the metal but accumulate in loose sheets easily removed without scraping or scrubbing. It leaves the metal smooth and prevents bacterial contamination. This is one of the most important discoveries of recent years in the milk business.

B-K used in this way saves ten to twenty minutes a day in cleaning each separator and pipe connections, giving in a mechanical way a remarkable degree of cleanliness as well as practical sterilization.

B-K cleans all other receptacles and utensils just as easily as the separator bowl.

The B-K way also prevents foul odors in separators and piping.

Send for Free Sample and full directions showing how easy and simple it is to clean separators, clarifiers, piping and utensils.

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Gentlemen:—We are enclosing order for five gallon demijohn of B-K.

B-K for cleaning separators and sanitary piping is a winner.

Cleaning separators is a nasty job, and using B-K makes it quick and simple. It takes us only a minute to remove the slime, and just ordinary washing of the bowl and discs in B-K solution keeps them sweet until the next run.

B-K keeps our pipes so clean that we now clean them once a week instead of every day. Time is money with us, and B-K saves both. Yours truly,

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Gentlemen: Please send me free sample of B-K and full directions showing easiest, quickest way to clean separators, piping, and utensils, and cut down bacteria. I separate.....lbs. of milk daily, and make.....lbs. of butter daily.....lbs. of cheese daily.

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Ask The Creamery Journal.

State-wide Cream Grading

JAMES SORENSON, at Waterloo Convention

State-wide cream grading is the subject assigned me by your worthy secretary and although I realize fully how little I know about this subject, I shall at least do the best I can to say something, which may result in starting a lively discussion at this meeting. I have not, up to this time, heard anybody discuss this subject, nor have I noticed much being said about it in the trade journals, and I trust that you will bear with me if I should take a view of this matter which does not agree with your views on the subject. I am also handicapped in coming here to talk on this subject as I am located in a state where conditions are somewhat different from what they are in Iowa, but I shall do the best I can to give you some of my ideas on cream grading. I also hope that there are many present here who will give us the benefit of their knowledge, and I am sure that the discussion of this subject will bring out some interesting points, and result in giving us all a clearer view of cream grading as it should be carried on to accomplish its purpose.

There are, no doubt, very few, if any, present here who do not believe in grading cream and paying for it according to quality, and this system has already been tried out in many places and has proven to be fair both to the creameries and their patrons, but when we come to talk of state-wide cream grading, we will no doubt find some who will advocate it while others will take the opposite view.

I do not intend to tell you that state-wide cream grading can be put into practice in the state of Iowa, nor will I say that it can not be done. I will say this, however, that I believe the time will come when cream grading and paying for quality will be generally practiced, not only in Iowa but in other dairy states as well. One reason why no more grading has been done in the past is that many creameries have succeeded in fooling the consumer of butter to the extent that poor butter made from poor cream has been sold at prices

which were far above its actual value, but let the consumer once get wise to this fraud and the creameries will be compelled to sell the poor butter for what it is worth, and to do this they must buy the poor raw material at a correspondingly low price.

When the consumers of butter once get their eyes open to the unwholesome condition of cream used by some creameries, the result will be that poor butter will go begging for a market, as the consumers who can not afford good butter will buy substitutes, and I for one believe that when the quality of the real article can not measure up to the quality of the substitute, it is time to let the substitute replace the real article.

When we speak of state-wide cream grading, I understand this to mean that the majority of creameries in a state must grade cream and pay for it according to quality, and in considering how state-wide cream grading can be carried on successfully we will no doubt encounter some problems which may test our skill to the limit. Before going further, we will consider for a moment what has prompted us to want all creameries to grade cream, as there must be a reason for everything, so there must also be a reason for state-wide cream grading.

The real reason why we want to grade is no doubt that we find we must in some way attempt to correct the serious mistakes we have made in the past, and no one can deny that the creamerymen and not the farmers are to blame for the present condition. When the creamery accepted the farmers' first can of bad cream and paid the same price for it as was paid for good cream, it meant that a premium was paid for poor cream, and who could blame any farmer for not producing good cream under such conditions. We have now finally woke

up to the fact that we can not continue to fool the consumer into buying poor butter, and we also know that by employing a fair system of grading we can encourage the production of more high grade cream, which would result in an increased demand for the better finished product, and further, there can be no doubt that grading would result in a much more satisfactory business for those engaged in the manufacture and sale of butter.

One matter of the greatest importance which must be considered when planning on state-wide cream grading is the basis on which this grading is to be done. We no doubt all agree that the same standard of grading must be used in all the creameries if satisfactory results are to be obtained. It is at this point where the parting of ways will be found, as one kind of creameries will want one standard while other creameries will want another standard. I would ask the creamerymen and buttermakers this question, "Shall we raise or lower the standard?" I for one believe in raising the standard rather than lowering it, and as I have been in close touch with buttermaking and milk and cream grading for over 20 years, I believe I have a fair idea of what the standard is in the creameries that make good butter, and I would not favor any grading which would lower that standard.

I do not believe that more than two grades should be considered when grading cream. The first grade should contain not more than .25 of 1 per cent of acid, which is equal to .35 of 1 per cent of acid in the milk serum in 30 per cent cream. When the acidity reaches this point it can be readily detected by smell and taste. First grade cream should be of good flavor and delivered in clean cans at regular intervals. It would also be advisable to require that first grade cream should contain not less than 25 per cent of fat, as handling thin cream results in many losses and is also the cause of increased expense in operating the creamery. The second grade cream may be sour and slightly off in flavor, but the acidity should not exceed .6 of 1 per cent or .8 of 1 per cent if based on the milk serum. We have a law in Minnesota which makes it a misdemeanor to buy or sell cream which contains more than .8 of 1 per cent of acid based on the milk serum, and buttermakers who make good butter do not ordinarily churn cream which contains more than .6 of 1 per cent of acid. This being the case, why should cream of a higher acidity be accepted at the creameries? Any cream of a higher acidity or cream which has a pronounced unclean flavor should be rejected.

I would insist on the use of the acid test as it is the surest test available to assist us in determining to which grade cream belongs. I have also found by inspecting cream, and visiting many farms where it is produced, that the acidity of cream is a sure indication of the conditions on the farm where the cream is produced. Investigations recently carried on by the dairy division also seem to point in this direction.

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References: Irving National Bank, N. Y.



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ESTABLISHED 1854

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and it is a well known fact that the two agencies necessary for producing good cream, namely, cleanliness and quick cooling, are not in use on farms where high acid cream is produced, and when two or three days old cream is of high acidity it is a sure indication that it has not been properly cooled, or else cleanliness has not been practiced in producing it.

If state-wide cream grading were practiced in the state of Iowa, the cream stations would have to be abolished, as the grading of cream should be done at the creamery in justice to all. It certainly would not be fair to grade at the stations and have the grading done by men who are not qualified to judge the quality of cream, and where the cream is shipped long distances it would increase in acid and deteriorate in quality before it reached the creamery.

I know that it will be exceedingly difficult to get the creameries to agree to grading along the line I have suggested. Many local creamerymen would gladly agree to such a grading system while the creameries getting their cream shipped in would raise many objections. I can not, however, see what kind of argument they would set forth against such a method of grading as they would be on an equal footing with all other creameries and if they can not do business on such a basis they had better quit the business.

Poor cream is produced because there is a market for it. When the poor cream producer can find no place to market his poor product he will either produce better cream or quit the business, and a strict system of grading would not result in a decrease of production; in fact, there would be a tendency to an increased production due to the better prices which the farmers would receive for their better grades of cream.

I might say that we are right now and always have been grading cream in Freeborn county. We use the old style method of accepting only sweet and good cream and the high prices paid the patrons for butter-fat in this section would indicate that our system is all right. I realize that there may be places (though not in Iowa) where second grade cream would have to be accepted in justice to those who live in remote sections, but it is only fair to those who produce good cream that the second grade cream is bought at a second grade price.

The difference in prices paid for first and second grade cream should be enough to make it worth while to produce good cream. From 3 to 5c per pound of fat would be about right to start with and with state-wide cream grading the difference in price should be the same at all creameries, even though second grade butter could be sold to better advantage in some places. The different standards demanded by different men would be one of the stumbling blocks if state-wide cream grading were attempted. What one man would call second grade another man would call first grade, and it will readily be seen that cream grading would be of short duration under such conditions.

It would seem that in order to successfully follow a system of state-wide cream grading, there must be some supervision by men employed by the state who have authority to enforce the system of grading agreed upon. Severe fines would also have to be assessed when a creamery persisted in placing cream in the wrong grade, and when cream of inferior quality was accepted. It would also be necessary for the cream producers to understand that if cream was rejected at one creamery it could not be sold at another creamery, and it should be fully understood that first



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

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Will pay a price for quality. Send us a sample shipment.

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Write for free book,
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Every dairyman should read it.

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Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

D. E. Peterson Co.

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References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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grade cream and second grade cream would be first and second grade cream respectively, no matter where it was sold.

The final conclusion must be that state-wide cream grading could be practiced if the majority of the creameries within a state would agree to follow a certain standard in grading and if some official supervision could be had to insure that the same system of grading was practiced in all creameries.

State-wide cream grading would have a tendency to raise the quality of dairy products if the standard used was high enough, while if the standard of grading was low it would have a detrimental effect and would be a damage to the dairy industry. It appears further that with our present creamery conditions there is only slight hope of getting all the creameries to agree to a system of grading which would work to the advantage of all concerned. Even if state-wide cream grading can not be practiced, we must not condemn cream grading in general, as a system of grading can still be practiced to advantage by individual creameries or by a number of creameries in a community.

There can be no doubt that some kind of cream grading is desirable and paying for cream according to quality must necessarily be done on a much larger scale than at present, otherwise the quality of American butter can not be expected to hold its own on the market, nor will it continue to meet the competition of foreign butter and substitutes.

As a final word, I might say that on quality and not on quantity depends our future success, and it is up to us to raise the quality or else suffer the inevitable consequences.

Resolutions.

The 38th annual convention of the Iowa State Dairy Association again meets in conjunction with the Dairy Cattle Congress and their mutually growing interest bears broader testimony to the value of producer and manufacturer getting together.

Scientific agriculture points to dairying as the surest reward of effort and conservation of our soil wealth; to promote this, we call the attention of the incoming legislature to the need of more help in the field force of the dairy commissioner. We commend the dairy school and the state food and dairy department; the Iowa Butter-makers' Association and the Dairy Cattle Congress for their faithful and efficient efforts to advance the dairy work.

We heartily commend the efforts of the Iowa commissioners to the Panama-Pacific Exposition to have the live stock interests of our state properly represented at San Francisco in 1915. We believe it to be the

most practical, intelligent method for extending the markets for our farm animals in the newer agricultural sections of this nation as well as to Japan, South America and the British Pacific possessions.

We note with deepest regret that death has taken our oldest member and we tender our sympathy to the family of I. Mitchell in their bereavement.

We again acknowledge the courtesy of the press and public of Waterloo and trust their hospitality, progressive business and civic spirit will reap fullest returns.

E. M. Wentworth,
J. J. Brunner,
H. C. Ladage.

Plans are on foot to establish two creameries in the Rio Grande valley adjacent to El Paso, Texas. H. D. Camp is author of the statistics that El Paso consumes 50,000 pounds of imported butter per week.

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FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—As manager or butter-maker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course a Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

POSITION WANTED—By a competent butter-maker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—As buttermaker or ice cream maker, or will make both. Six years' experience, dairy school course. Understand starter making, pasteurizing, can incorporate salt and control moisture. Fine recommendations from Minnesota's best creameries. Work guaranteed. Am a Dane, speak Danish, German and English. Please state wages and particulars. Can come any time. Address Arthur Dalsgaard, Springfield, Minn.

WANTED—One small or medium sized, second-hand Wizard or Jensen combined pasteurizer and ripener, in good shape; Wizard preferred. Also, one second-hand 90-pound Improved Friday butter printing and cutting machine in good shape. Answer at once, naming price. Address J. G. Stallsmith, New Lexington, Ohio.

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The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

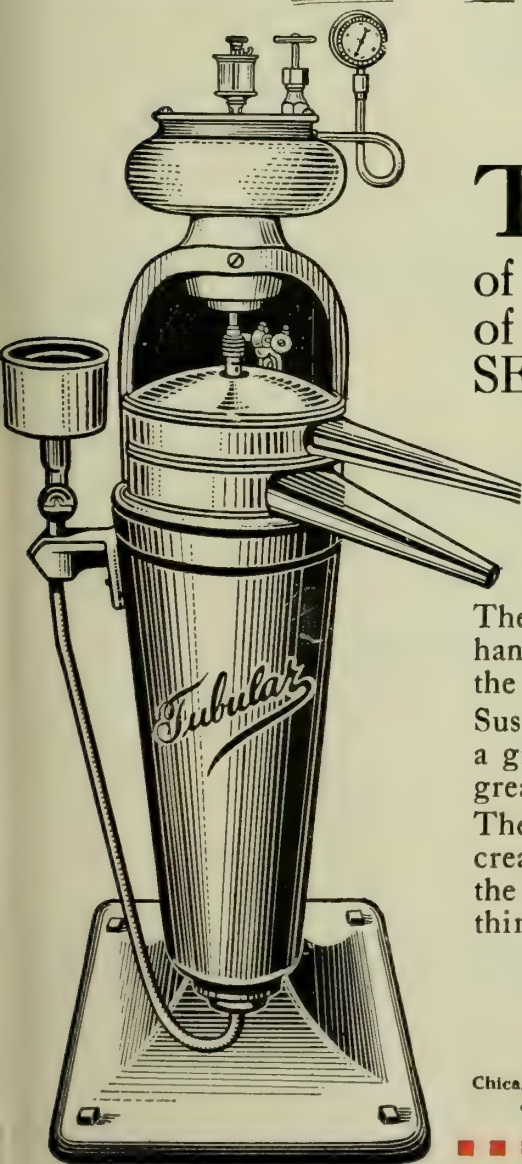
The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

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Make full use of the facilities and conveniences in our exhibition space. Come in and check your wraps and parcels; answer your correspondence; meet your friends; in short make it your headquarters.

Third—Register at the "C. P. News" Desk

We will have an index card system which will show who is in attendance, what days you will be in attendance and what hotel you are stopping at. So if any of your old friends want to locate you they can get the necessary information from us. But you must be sure to register as soon as you enter the building.

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THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 19

WATERLOO, IOWA, NOVEMBER 1, 1914

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Should it happen that you are one of the few whose attention has not already been attracted to the unusual mutual relationship existing between the user and the maker of

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it will be to your profit and to your pleasure in business to know why this satisfaction is mutual.

Your part of the satisfaction will be in knowing that Wyandotte Dairyman's Cleaner and Cleanser is a thorough cleaner, that every particle is a working particle, and that it cleans so well and at such a low cost that it easily establishes in your estimation its superior economy over any other dairy or factory cleaner.

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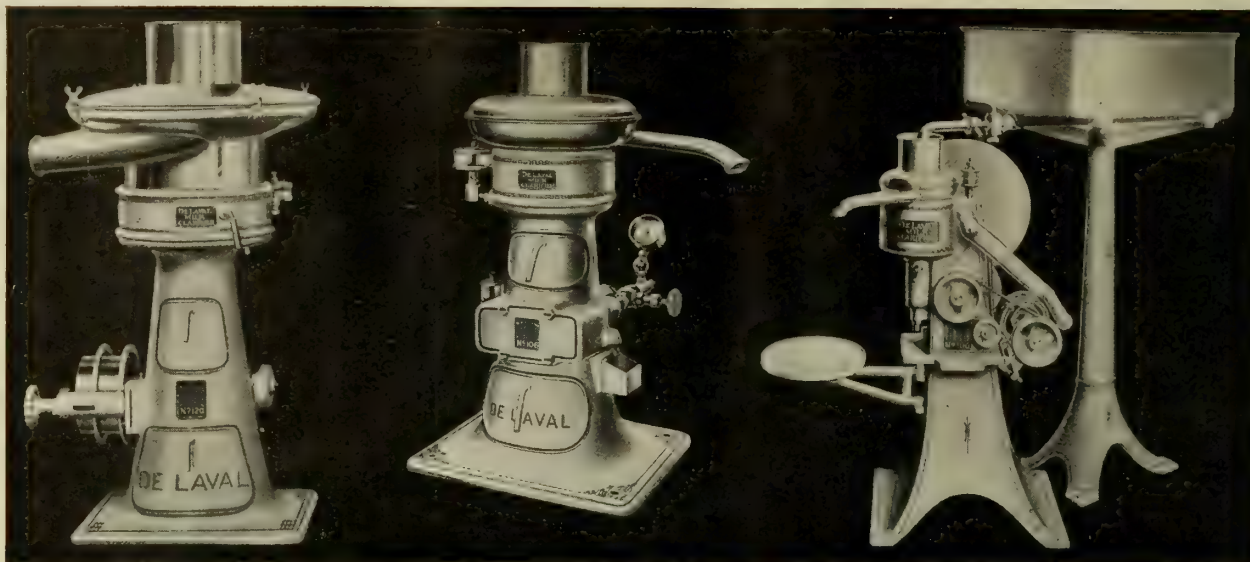
In Every Package

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Libby, McNeill & Libby, Chicago, Ill.
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A. D. Perry, Worcester, Mass.
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New Haven Dairy Co., New Haven, Conn.
Roanoke Dairy Co., Roanoke, Va.
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Pevely Dairy Co., St. Louis, Mo.
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Keystone Dairy Co., Hoboken, N. J.
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Carlyle Dairy, Calgary, Alta., Can.
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The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 19

WATERLOO, IOWA, NOVEMBER 1, 1914

One Dollar a Year

National Dairy Show Butter Scores

SWEEPSTAKES—THOS. E. SADLER, OELWEIN, IOWA, SCORE 96 1/2

WHOLE-MILK.

Minnesota.

John Christensen, Northfield	96
Will H. Downer, Cologne	95 3/4
Alex Johnson, New Ulm	95 1/2
A. C. Treichler, Montrose	95 1/4
Fred W. Dehn, New Ulm	95
F. W. Hedke, Norwood	95
John R. Blomquist, North Branch	95
F. A. Johnson, North Branch	95
John M. Schmidt, Litchfield	95
Frank J. Nagel, Dassel	95
H. H. Jensen, Clarks Grove	95
O. E. Peterson, Vasa	94 1/2
R. J. Rick, Norwood	94 1/2
M. A. Schons, Mankato	94 1/2
Ferd Jacobsen, Ellendale	94 1/2
W. E. Redman, Montrose	94 1/2
Senius Nelson, New Prague	94
J. A. Peterson, Chicago City	94
Geo. W. Hagberg, Cokato	94
Edwin Ubring, Webster	93 1/2
A. J. Andreasen, Otisco	93 1/2
A. T. Radke, Hamburg	93 1/2
B. A. Finch, Rush City	93 1/2
A. J. Felbr, Witoka	93
A. W. Dalsgaard, Springfalls	92 1/2
Kingston Sons, Dassel	92 1/2
Thos. A. Adlick, Alpha	92
Louis Torgerson, Rushford	91

Wisconsin.

Harry D. Nichols, Elkhorn	95 1/2
W. J. Clark, Lake Belknap	95 1/4
F. M. Werner, Waterloo	95
B. W. Hofacker, Zenda	94
H. H. Whiting, Johnson Creek	94
F. V. Merryfield, Mukwanago	93 1/2
Oscar Rydquist, St. Croix Falls	93
R. A. Farlick, Neshkoro	92 1/2
L. L. Bolstead, Basco	92
Hugh R. Heiney, Whitewater	92
John Michael, Humbird	92
John Gunden, Menominee	92
Andrew Moertt, Seymour	91

Iowa.

Thos. Sadler, Oelwein	96 1/2
Carl Hoveland, Lake Mills	95 1/2
Eric A. Cole, Lamont	95
Roy Scoles, Fredericksburg	95
S. O. Rusley, Leland	94 1/2
W. H. Chapman, New Hartford	94
Julius Brunner, Osage	93 1/2
G. Stuessi, Manchester	93 1/2
J. F. Lorenzen, Cedar Falls	93
C. A. Day, Sumner	92 1/2
J. J. Brunner, Strawberry Point	92 1/2
N. Nelson, Gilbertsville	92

Missouri.

Anthony Nelson, Ewing	92
F. H. Longacre, Macon	91

Pennsylvania.

Ralph E. Schaffer, Pomeroy	96
C. Rockford, Sprencel, Enon Valley	92

South Carolina.

Clint Taylor, Calhoun	93
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Illinois.

Peter J. Peterson, Round Lake	93 1/2
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New York.

Arthur E. Clark, South Butler	90 1/2
Harry L. Smith, Crittenden	90

Michigan.

Gerritt Meyer, Hamilton	93 1/2
Ed A. Winter, Mt. Clemens	93 1/4
Floyd Hendershot, Parma	93
Jesse W. Cobb, Lawrence	92 1/2
Geo. T. Yuter, Eau Claire	92
Walter Rader, Monroe	91 1/2

Ohio.

Carl Mist, New Bremen	94
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J. D. Seaver, Belleville	93
O. A. Yokum, Thompson	92 1/2
Elvert Messick, Maysville	92

New Hampshire.

Bert E. Huggins, Cornish Flats	95
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Oregon.

Geo. Jacobson, Portland	92 1/4
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Kentucky.

A. L. Mallett, Union	91
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South Dakota.

R. Asmussen, Castletown	92
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GATHERED CREAM.

Minnesota.

Fred Hansen, Crystal Lake	95 1/4
J. S. Orbeck, West Union	95
Louis M. Jacobs, Pierz	94
Wm. Johnson, Pelican Rapids	94
Leo Sommer, Stillwater	94
A. Rasmussen, Ottertail	94
Julius Ramsey, Myrtle	94
Christ Christiansen, New Ulm	93 1/2
O. W. Larson, Hamick	93 1/2
Jas. Flanigan, Wutoka	93
Joseph Hansen, Clarissa	93
Mrs. Katherine Mokler, Little Falls	93
Carl W. Carlson, Finlayson	93
Martin Anderson, Lewiston	93
R. P. Christiansen, West Concord	93
Henry C. Merkes, Parkers Prairie	93
L. B. Bayer, Pierz	93
Alfred V. Ahrenzen, Faribault	92 1/2
L. Haslerud, Thief River Falls	92 1/2
O. A. Hartz, Prosper	92
Gust Skoglund, Carlos	91 1/2
A. R. Jacobson, Faribault	90

Wisconsin.

R. P. Caldwell, River Falls	95 1/2
Herman Hartwig, Deerfield	94 1/4
Axel Christiansen, Luck	95
H. P. Nielson, Deerfield	95
Olaf Larson, Fennimore	94
Carl Jorgenson, Rose Lawn	94
John Rasmussen, Wautoma	94
O. F. Wallace, Alma Center	93 1/2
C. A. Burell, Soldiers Grove	93 1/2
W. A. Mayes, Granton	93 1/2
T. J. Hass, Elk Mound	93
M. Christopherson, New Franken	93
A. H. Riward, Emerald	93
G. N. Marwin, Black River Falls	93
Frank Meisner, Fennimore	93
Grant Weiner, Humbird	92 1/2
Ferd Raasch, Aniwa	92
Louis M. Hansen, Iron River	92
A. J. Moldenhauer, Neillsville	92
John A. Bethausen, Coloma	91 1/2
Frank O'Hearn, Melrose	91 1/2
Robert S. Anderson, Northland	91
P. E. Peterson, Hersey	91
Val Dressler, Lewisburg	90

Iowa.

D. W. Mohler, New Hampton	95 1/2
H. C. Stendel, Scarville	95
Hartman Anderson, Cedar Falls	94 1/2
John Christensen, Thornton	94 1/2
O. Williams, Afton	94 1/2
Ed O. Prestegard, Northwood	94 1/2
J. H. Bakken, Ridgway	94
F. G. Shawnee, State Center	93 1/2
F. D. Warner, Northwood	93 1/2
J. Johnson, Exira	93
W. B. Rogers, Fairfield	92
M. E. Past, Albert City	91
D. Sterenburg, Orange City	91
W. C. Miller, Chariton	90

Illinois.

United Dairy Co., Chicago	96 1/4
O. S. Coffin, Claremont	94
Robert Maren, Freeport	93 1/2

Frank Szerlong, Camp Point	93 1/2
A. R. Burdick, Watseka	93
Ferd Grimm, Savanna	93
Neils Miller, Barry	92 1/2
H. E. Siegman, Bogota	92 1/2
Fred F. Lockwood, Danville	92
O. W. Albright, Scales Mound	91 1/2
Matus E. Simonson, Astoria	91
Hans Erickson, Gibson City	90
Wm. Engelbrecht, Mt. Carroll	90

Michigan.

Frank Eriis, Detroit	94
F. C. Renner, Richville	93
John Vugteveen, New Era	92 1/2
Henry J. Stickley, Grant	92
H. J. Greer, Reese	91 1/2
H. C. Jochumsen, Bark River	91

Missouri.

Edwin C. Miller, Macon	94
Otto Heerman, Sweet Springs	92 1/2
Hans Broby, California	92
D. R. Dunnet, Ewing	91 1/2

New York.

Leon J. Dubuque, Peru	92
Harry L. Smith, Crittenden	91

Texas.

Anton Brueler, Kingsville	95
Paul Trowbridge, McAllen	94

Colorado.

C. L. Jacobson, Fowler	94
Wm. Kloster, Raamah	92
J. A. Beckman, Colorado Springs	91

Indiana.

H. J. Pellham, W. Lafayette	95
Simon E. Ruff, Frankfort	93
Earl P. Dennison, Marion	92
P. H. Jacobson, Worthington	90 1/2
R. J. Brigham, Burkett	90

Montana.

M. P. Monberg, Livingston	94 1/2
John G. Hower, Stevensville	93 1/2
James Norup, Cascade	92 1/2
F. D. Greene, Hamilton	91

North Dakota.

H. C. Schulte, Glen Ullen	92 1/2
J. M. Hein, New Salem	92

Kansas.

N. O. Nelson, Topeka	94
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Arizona.

E. H. Larson, Safford	92 1/2
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Virginia.

F. O. Jones, Wytheville	93 1/2
Geo. M. Shelar, Lynchburg	93

California.

E. Brain, Loyalton	93 1/2
J. N. Jensen, Visalia	93

New Hampshire.

D. A. Grayham, Littleton	91 1/2
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Oregon.

A. H. Lea, Portland	93
---------------------	----

North Carolina.

A. O. Mitchell, Hickory	90
-------------------------	----

SWEEPSTAKES—GOLD MEDALS.

Whole-Milk.

Thos. Sadler, Oelwein, Iowa	96 1/2
-----------------------------	--------

Gathered Cream.

United Dairy Co., Chicago, Ill.	96 1/4
---------------------------------	--------

The Loux Creamery Company, of Allendale, Pa., will expend \$7,000 to \$15,000 on its creameries at Spring Creek, Macungie and Fogelsville.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

25 South Water Street
PHILADELPHIA

A Legislative Dairy Congress

By MARTIN H. MEYER

You are interested in the activities of an association whose interest is your interest, and therefore are interested in the activities of the National Creamery Buttermakers' Association. When any legislative action is taken by some one on a dairy subject, in order to be successful, he must have both the moral and financial support of his people—the members of the society he represents. The value of good laws is conceded to be great as a protective measure, and if we want suitable laws we must work to get them. Laws that are stimulative to the dairy industry are a commercial necessity. In order to be able to get right laws at the proper moment, there must be in existence legislative machinery suitable for such a purpose. This we have not at this time.

Would you expect a farmer to become prosperous, were he to wait ordering a wagon made to order, until the time his crops are to be marketed? Precisely so, in dairy legislative matters. You here in Iowa, as elsewhere, obtained your necessary support from the state after you had the necessary organization perfected for the purpose, and not before. Why expect uniformity in dairy laws when there is not the proper organization for that purpose? There should be and there must be a standing organization for legislative purposes if we wish to strike hard and quickly when the occasion arrives. The occasion will come. Who would question the competency of such a congress? Have we not among our dairymen a sufficient number of men who are competent, efficient, courageous and as far-seeing as the best of men that ever sat in the halls of congress? How could the dairy industry rise to its present distinction of greatness in the educational world, and vastness in commercialism, were it not for this fact? This is sufficient proof that we have the men with intelligence and determination; with capacity and mental resourcefulness. What more do we need?

All that is necessary is to decide in what direction we wish to go, the rest is a matter of organization and detail.

By virtue of organized dairy connections, and inter-representation, the National Creamery Buttermakers' Association is the logical machinery for this purpose. We are wedged so splendidly between the producer and the educational in-

stitutions on the one hand, the market and dairy and food departments on the other, that, being thus welded together by these institutions and cemented by all dairy societies from the several states, the National Creamery Buttermakers' Association becomes the citadel for the protection of our dairy industry, through proper legislation.

Considering then the National Creamery Buttermakers' Association Legislative Dairy Congress as the main base for operations, and the state societies and finally the creameries as the minor bases, through which we can operate, it appeals at this time that no better means can be found for obtaining the necessary moral, as well as financial support, to father such an enterprise. Such an undertaking is a monument of honor forever, besides the dignity that it lends to the National Creamery Buttermakers' Association. I earnestly

Advisability of Special Oleo Legislation*

By JAMES FOUST, Pennsylvania State Dairy and Food Commissioner

In discussing this assigned subject, I shall assume that the "special legislation" mentioned is legislation of the prevailing type relating to this product—legislation involving licensing, positive labeling, and color limiting features, as contrasted with our general food laws.

With this understanding of the subject, the question takes a new phase, for we already have, in practically every state, special legislation of the kind described regulating the manufacture and sale of this butter substitute. So the question really is, should this body of special laws be repealed and reliance be placed solely upon our general food laws for the prevention of abuses in the oleo trade?

To this question thus stated I would say most emphatically "no."

This answer is not based upon any objection to the sale of oleo as such, but is compelled by the history of the trade in this article ever since it was introduced as a butter substitute—a history full of fraud, of evasion and even defiance of the law.

* This address and discussion took place at the 18th annual convention of the Association of American Dairy, Food and Drug Officials.

believe in an extension of the activities of the association and shall work for its realization.

An elective body, composed of representatives elected by dairy societies throughout the country would, even as a standing body, have a healthy effect upon the enactment of proper laws, and, when once aroused to full activity, in time of need, it would bring a tremendous pressure to bear on legislators—a power to be reckoned with.

Since this movement in its essentials, about one year ago, was given publicity by James Sorenson, manager Albert Lea State Creamery, Albert Lea, Minn., and supported by the Dairy Record, it becomes the property of the National Creamery Buttermakers' Association, because it is a part of the reorganizational plan.

An electoral dairy college, in whose power dairy legislation is to be centralized, becomes in the eyes of men of affairs, a needed institution and with the passing of time, indispensable to their interests.

As a tentative plan, suppose we use our National Creamery Buttermakers' Association as the hub around which this proposed National Legislative Dairy Congress revolves. The electors from the various states to meet at the same time the association meets, unless a special session be called. Allowing each state dairy society to elect one person and where a state has two or more electors, these electors in turn to have the privilege of appointing a third, or as many as may be decided upon by the electoral college. Under such, or a similar system, there would be in attendance from 20 to 25 or a possible 30 members. A body large and powerful enough to consider any national dairy problem.

It is said, on the other side, that the present leaders of this industry recognize the continuing public prejudice has been, in great measure, the result of these evil practices, and that they are now agreed that the butter flag should not be hoisted on the oleo ship, but that it should sail under its own emblem. How far the real captains of this industry are now moved by motives of honesty or of far-sighted policy, and how far by the increasing dangers and penalties of sailing under a false flag, I do not know. But I am certain that the ease of deception and its great financial advantage when successfully carried out, still remain to tempt a host of petty dealers who have an eye only for the present penny and don't have telescopic sight by which to see the more distant dollar.

It is not unjust to make the oleo trade bear the penalties of past misdoings until by a reasonable period of strict and faithful obedience to existing laws they give warrant for the belief that they will behave when less carefully watched, less strictly regulated.

As to the several features described in special oleo legislation: I believe in license requirements, because they enable us the better to watch the business. I believe in reasonably high license fees, not so high on the one hand, as to prevent a reasonable distribution of the product, nor so low as to bring into the business great numbers of irresponsible dealers. The Pennsylvania license fees are \$500 for wholesale, \$100 for retail, and \$50 for hotel or restaurant licenses. In the main, this sched-

D. E. Peterson Co.

SPECIALISTS IN BUTTER

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

ule of fees seems to be accomplishing the purposes just mentioned, without considerably affecting the retail price the consumer has to pay.

I believe also in prohibiting the sale of oleo that is not made and kept free from coloration causing it to resemble butter of any shade of yellow. If you keep the imitative color out of oleo, you eliminate the fraud and keep the price down to a normal level. If you permit imitative coloring by any method, you increase the fraud and raise the price, almost if not quite, to the butter level.

I believe in requiring that the wholesale and retail packages be stamped "oleomargarine" in a clear, unconfused manner, and that hotels and restaurants using oleo as a butter substitute be compelled to display placards stating the fact.

The present Pennsylvania oleomargarine law has been in force for 13 years, and since it has been fully interpreted by the courts and so amended as to standardize the maximum color limit allowed to the article, it has been working well. The people who want butter, get it; and those who wish oleo, get it at a price relatively much lower than in the past; and, despite the color limit, are buying it more generally than ever.

Discussion.

George L. Flanders, of New York: I believe in special legislation for oleomargarine. The first reason is that oleomargarine is a product which is a substitute for a necessity which goes to the table of the people of this country three times a day. The results are that the amount made to satisfy that demand as a necessity is large and naturally there is also a chance for a great profit and therefore, ingenuity keeping pace with greed, there is an incentive to produce substitutes for this necessity of the table. It is a product which the history of the commodity indicates must have special legislation, not because it is a greasy subject and might easily elude those who are after it but because it imitates a great food product. As a substitute for butter it is all right, and at this point I want to say that in all the work I ever did in this direction I never did once say that its sale should be suppressed or stopped. I have heard that somebody made the remark, "Flanders has now reached the stage where he thought oleomargarine could be sold." I have always held that it required special legislation. Why? Well, the first thing the oleomargarine people sought to do was to make it smell like butter, taste like butter and look like it, and then they got to selling it as butter.

Now the fundamental principle of all food legislation is that the consumer shall not be deceived. Now it may be healthful and wholesome and pure—I don't know what "pure" means, but a product that is healthful and wholesome may sustain that reputation in varying degrees. But letting that part of it go, and that it is cleanly as now made and that it is a substitute some people want and therefore they should not be deprived of it, yet it remains that in all its history the manufacturers have always tried to make it so that it is possible so to sell it to the consumer that he will think it is some other product, butter. Not that they in the first instance sold it for anything but what it was, but that they made it in such a form that it was possible to do it and in the last analysis, at the hotel table it is placed before the consumer in the form of butter. They will tell you the paper jacket was labeled. Yes, but by the time it reaches the consumer that has been taken off. He never sees that label and can't tell the difference.

(Continued in November 15th issue.)

Iowa Buttermakers Notice.

The next scoring for the Iowa educational contest will be held at Ames on November 13th. Butter for this contest should arrive not later than November 11th. We will much appreciate it if you will have a tub of butter sent to this contest. It will not be very long before we will hold the national convention, and as it is to be held in the state of Iowa there is no reason why Iowa should not win the banner, but in order that we may be well prepared we believe it will be of advantage to all of us to begin to practice now.

The butter will be scored by F. L. Odell and J. J. Ross, and after it is scored will be sold to Gude Brothers, Keiffer Co., of New York, at highest New York quotations for

extras f. o. b. Ames. The remittance for the butter will be made to the exhibitors. A 20-pound tub is the standard size.—M. Mortensen, Professor of Dairying.

New York Educational Scoring.

The October scoring was held on the 23d. Ten samples of butter were received of which six scored 90 or above.

	Score
Seven Gates Farm, N. Tisbury, Mass....	96
I. A. Cook, Ithaca	93
Glenn Harter, Skaneateles	93
R. R. Steacy, Ithaca	93
Mrs. W. A. Whitney, Cassadaga	91
H. A. Ayres, Bovina Center.....	92
—Department of Dairy Industry, Cornell University, Ithaca, N. Y.	

Consistent Winners

At the National Dairy Show just held in Chicago, Ill., Mr. Thos. E. Sadler, of Oelwein, Iowa, won Sweepstakes, score 96½. He used WORCESTER SALT in this butter, as well as in the butter on which he made the highest score (96¾) in the Whole-milk Class at the Convention of the Iowa State Dairy Association held at Waterloo, Iowa, October 13-15, 1914.

At this Iowa Convention Mr. F. C. Hinze, of Hanlontown, Iowa, another user of WORCESTER SALT, won first prize in the Gathered Cream Class, score 96½. Mr. Hinze also received first award in this class at the North Iowa State Fair held at Mason City, Iowa, August 17-22, 1914, score 96¾, and was first at Iowa State Fair held at Des Moines soon afterwards.

Skillful buttermakers, good cream and WORCESTER SALT make consistent winnings possible.

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Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

The dairy show has passed into history and it goes down as being the biggest and best of all dairy shows. The machinery exhibit was larger than ever and one could not conceive of anything in the line of creamery, dairy or ice cream machinery that could not be found in the building. With the 1,000 head of the finest dairy stock in the land, if one could not find those that would please him, he indeed must be a hard man to please.

The attendance at the show was the heaviest of any year. I never saw such crowds as were out on Thursday night, the 29th; they were coming in droves and by nine o'clock every seat was taken in the galleries all around the ring, people were standing eight or 10 deep all around the show ring and yet, when you went around among the exhibits, there seemed to be as large a crowd as usual around through the building. I believe there must have been 15,000 people there that night.

One cannot say as much, however, for the conventions. On the whole they were poorly attended.

The centralizers meeting at the Congress Hotel, to swat poor cream, was well attended and the day was spent in listening to a lot of good talks ranging from governors down to the rank and file. Most of the talks were by the dairy officials of different states. They were all sure that we needed to do away with poor cream and recommended grading, yet there was no definite action taken as to just how it should be done or when and by whom. It seems that everyone agrees as to the need and most all agree that it would not take long to straighten things out to a large extent, if all the companies would stand pat and grade alike, and when one agent turned down a can that no other agent should take it; the competition is the big bugbear.

Competition, which the centralizers have builded up themselves, has gotten to a point where it is almost beyond their control, but as it has developed under their direction, it would seem that they should be the ones to call a halt along that line when it stands in the way of improving the quality of the cream. The verdict was unanimous that we ought to improve the quality of the cream and the indications are that more and more is being done along this line all the time.

I think everyone who attended the banquet Tuesday night is ready to say that there could be no improvement in either the quality of the banquet itself or in the fine list of speeches after.

The attendance at the meeting of the National Dairy Union was better attended than it has been in some previous years. Perhaps this was accounted for in the feeling that there was apt to be some changes

made in the directors of the union. The following directors were elected: Hon. W. D. Hoard, Mr. Hull of Michigan, Sam Schlosser of Indiana, J. R. Morley of Minnesota, and H. J. Credicott of Illinois. This committee met and elected Mr. Hull as president of the board for the coming year.

I think having the meetings scattered around in so many different places had a tendency to keep people from attending. Then the fact that there is so much else to see, one hardly knows what to do for the time goes mighty fast in Chicago. Take the meeting of National Dairy Farmers for instance, Mr. Rabild had prepared a program of the finest order and it seems a shame to have such speakers waste their time on an audience of a dozen or so. Some one asked me why we did not have the national creamery buttermakers' meeting there, and that is just the reason, we cannot get them together for a meeting.

The national shows are over and only a few state conventions left, consequently it is about time to begin to boost for Mason City. We ought to have 1,500 creamerymen and buttermakers in attendance at this meeting and I believe we will if all push to that end.

The Chicago scores were not given out yet when I left but I heard that our Sadler won highest score, which sounds pretty good and is just one more evidence that we are drawing nearer to the winning of the highest average at Mason City.

*A. A. C. B. M. Resolutions.

"Whereas, recent developments in Rhode Island and in Ohio and in other parts of the country have shown enormous frauds practiced upon the government by the manufacturers of oleomargarine, whereby the government has been defrauded of its revenue.

"Whereas, there are also frauds perpetrated by the retail dealers of oleomargarine upon the consumers, by selling oleomargarine as and for butter and receiving for that oleomargarine the price of butter, whereby the consumer paid for something he didn't get and was thereby injured.

"Whereas, 'yellow' is the trade-mark of the cow, natural to butter; the coloring of butter is simply for the purpose of making that natural coloring uniform, simply to please and not to defraud the consumer.

"Whereas, in the manufacture of oleomargarine the aroma of butter is imitated by and derived from the genuine milk and cream, the milk starters and the butter used in its manufacture; and the larger amounts of these ingredients used in the manufacture, the more nearly the oleomargarine resembles butter, pleases the nose and grat-

*American Association of Creamery Butter Manufacturers.

ifies the taste; and when we add a yellow color to oleomargarine, deceives the eye, so that oleomargarine as manufactured has in it not only the elements that are intended to deceive the nose, the taste and the eye of the consumer at the table; but it is used for that purpose.

"Whereas, the branding of a tub of oleomargarine in any special way to show that it contains oleomargarine, doesn't protect the consumer at the table; the branding of a print in any way that may be devised doesn't protect the consumer at the table.

"Whereas, the use of the yellow color or any 'shade' of yellow, imparts to oleomargarine a quality that deceives the eye of the consumer at the table and the use of these other elements, to-wit, butter, milk, cream and starters, deceives the nose and the taste and enables unscrupulous persons, manufacturers, wholesalers and retailers to deceive the consumer at the table and to allow this deception to be carried on is contrary to the spirit and the letter of the pure food law, which is designed to protect the consumer's health and the consumer's pocketbook.

"Therefore, be it Resolved, as the sense of this association, that oleomargarine should be manufactured and sold as a separate product from butter and not derive any of its 'selling qualities' whereby the public is deceived, from milk, cream, starter, butter or yellow color, or any shade thereof."

N. D. S. Exhibitors' Meeting.

A meeting of the National Dairy Show Exhibitors' Association was held on Thursday forenoon, October 29th in the rooms of the Saddle and Sirloin Club. There was a good representation present and the discussions were earnest and enthusiastic. A general feeling of satisfaction prevailed among the exhibitors. Mr. Loudon, of the Loudon Machine Co., of Fairfield, Iowa, Mr. Moore, of the Davis Milk Machinery Co., Chicago, and Mr. Willy, of the Smith-Lee Company, of Oneida, N. Y., were chosen as the "suggestion" committee. The question of having telegraph offices in the building was brought up and favored. Next year's show was also discussed. It had been mentioned that on account of the Pacific Exposition next year it might be best to have no show in 1915, but it was the consensus of opinion among exhibitors to go ahead with the show. It is the plan now to make next year's show a sort of final round-up of the San Francisco exposition. An effort will be made to have all the dairy cattle sent to Chicago in special trains, and to have the trains stopped at various points en route to give the people at home an opportunity to see them. This would be a great educational feature, a big boost for dairying and an effective advertisement for the National Dairy Show.

The Northern Marin County, California, Co-operative Creamery Company has been incorporated with capital stock of \$50,000.

The creamery plant at Big Timber, Mont., is to be opened about November 1st under the management of J. H. Trower.

The creamery at Hazleton, N. D., has closed for the winter. It will be re-opened March 1st.

Nashville, Mich., residents are starting a move to organize a co-operative creamery.

The Amarillo (Texas) Creamery Company is now in operation.

John J. MacDonald 13 South Water Street
Butter, Eggs, Poultry PHILADELPHIA
Fancy Creamery a Specialty || **COMMISSION MERCHANT**
 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

National Dairy Show Exhibitors

CHICAGO, OCTOBER 22d TO 31st

The great halls of the International Live Stock Exhibition building were filled with every conceivable machine connected with the dairy industry. Not a foot of available space was unused. Never before has there been so much to attract the attention and interest of the visitor, and never before have there been so many interested visitors. Inquiry at various booths brought out the sentiment of satisfaction among the exhibitors, which speaks more forcibly than anything else for the success of the show.

Among the exhibits of interest to creamerymen were:

The De Laval Separator Company—hand and power separators, clarifiers.

The General Purification Company, Madison—B-K (Bacili-Kil).

Sturges & Burn Mfg. Co., Chicago—milk cans, refrigerator cans, ice cream cans.

Smith-Lee Company, Oneida, N. Y.—milk caps.

C. J. Tagliabue Mfg. Co., Brooklyn—thermometers.

The J. B. Ford Co., Wyandotte, Mich.—Wyandotte Dairyman's Cleaner and Cleanser.

Thatcher Mfg. Co., Elmira, N. Y.—milk bottles.

Buhl Mfg. Co., Detroit—milk cans.

Rice & Adams, Buffalo—milk dealers' supplies, automatic fillers, cappers, washers.

J. G. Cherry Co., Cedar Rapids—creamery and milk plant supplies—Jensen ripeners, Perfection positive pasteurizers, Perfection churns, etc.

Sanitary Dairy Machine Co., Buffalo—bottle filler.

The Pa Pro Company, Lowville, N. Y.—San Lac seals for milk bottles.

Dominion Cleaner and Cleanser Co., Chicago—washing powder.

Champion Milk Cooler Co., Cortland, N. Y.

Crown Cork and Seal Co., Baltimore—Dacro milk bottle caps.

Edwin C. Price & Co., Chicago—creamery supplies. (Formerly Fred K. Higbee Co.)

S. S. Wenzell Machine Co., Philadelphia—automatic bottle filler and capper.

American Creamery Machinery Co., Oakland, Calif.

The Chas. Skidd Mfg. Co., Kenosha, Wis.—Chilly King milk coolers, Skidd pasteurizing outfit.

Dairy Machinery & Construction Co., Derby, Conn.—dairy machinery, homogenizer.

Burge Machine Works, Chicago—ice machines.

Milwaukee Dairy Supply Co., Milwaukee—the "Sanitary Way" automatic filler and capper.

The Industrial Instrument Co., Foxboro, Mass.—thermometers.

Geuder, Paeschke & Frey Co., Milwaukee—milk cans.

R. J. Wade, Chicago—the "National line," pasteurizer, holder, cooler.

A. H. Barber Creamery Supply Co., Chicago—Simplex spray vat, Simplex tubular pasteurizer, Simplex churn and fine line of creamery and milk plant supplies.

Standard Cap and Seal Co., Chicago—Standard milk bottle seals.

R. M. Cauffman, Three Rivers, Mich.—machine for pasteurizing in bottle.

B-L-K milking machine—shown by the A. H. Barber Creamery Supply Co., Chicago.

The Creamery Package Mfg. Co., Chicago—Wizard ripeners, Dual churns, automatic bottle filler and capper, power bottle washer, Wizard pasteurizers—full line of creamery, milk plant, cheese factory and dairy farm equipment.

Dairymen's Mfg. Co., Jersey City, N. J.—milk and ice cream cans.

Blackmer Rotary Pump Power & Mfg. Co., Petoskey, Mich.—sanitary milk pumps.

C. E. Rogers, Detroit, Mich.—milk condensing machinery.

Travis Glass Co., Clarksburg, W. Va.—milk bottles.

C. S. Bassett, Baltimore—milk caps, bottles, full line of milk plant supplies.

The Pfaudler Co., New York—glass lined dairy vats.

Taylor Instrument Co., Rochester, N. Y.—Pasteurizer recording thermometers.

John M. Low & Co., Chicago—butter cutter.

Merrell-Soule Co., Syracuse—milk powder.

Standard Separator Co., Milwaukee—automatic cream separator.

Manning Mfg. Co., Rutland, Vt.—can washer.

The Loew Mfg. Co., Cleveland, Ohio—In the bottle pasteurizer.

Alven Mfg. Co., St. Louis, Mo.—gravity conveyors for creameries and milk plants.

Elgin Sheet Metal Products Co., Elgin, Ill.—Ekvall sanitary strainer pail.

Wm. A. Shephard, Waukesha, Wis.—Shephard's method of pure milk production.

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The Milk Trade Journal
(for the milk dealers of America) one year....\$1.00
The Creamery Journal
(the National creamery magazine) one year....\$1.00
\$2.00

BOTH FOR \$1.00
Mention This Offer

FRED L. KIMBALL CO.
WATERLOO, IOWA

Fox River Butter Co., Chicago—pioneer oxen and covered wagon in butter.

Davis Milk Machinery Co., North Chicago—full line of Davis equipment for milk plants. The Borden model working milk plant at the Dairy Show was fully equipped with Davis machinery.

Calf Way Milker Co., Chicago—milking machine.

York Ice Machine Co.—machine installed by Westerlund & Campbell, Chicago.

B. Riley Hawk Co., St. Louis, Mo.—Hawk's emulser, creamery and milk plant supplies.

A. H. Reid Creamery and Dairy Supply Co., Philadelphia—Reid pasteurizers—full line of Reid creamery and milk plant machinery and supplies.

Chr. Hansen's Laboratory, Little Falls, N. Y.—Hansen's Danish butter color, lactic ferment, etc.

Hinman Milking Machine Co., Oneida, N. Y.—milking machine.

Sharples Separator Co., Westchester, Pa.

Iowa Wins First Prize National Dairy Show, Using

Chr. Hansen's DANISH BUTTER COLOR

THE COLOR WITH THE GENUINE GOLDEN JUNE SHADE—STRONG AND DEPENDABLE

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REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

—power and hand separators, milk clarifiers and Sharples milking machine.

Paterson Parchment Paper Co., Passaic, N. J.—parchment paper.

American Mono-Service Co., Newark, N. J.—Kleen-Kups for creameries and milk plants.

J. G. Cherry Co., Cedar Rapids, Iowa—machinery used in working creamery.

Louden Machine Co., Fairfield, Iowa—Louden sanitary cow stalls and barn equipment.

Meyer Wagon Works, Buffalo, N. Y.—milk, ice cream and butter wagons.

National Enameling & Stamping Co.,

Milwaukee, Wis.—one-piece milk and ice cream cans.

The Master Mechanics Co., Cleveland, Ohio—automatic bottle filler.

Empire Cream Separator Co., Bloomfield, N. J.—cream separators.

James Mfg. Co., Ft. Atkinson, Wis.—cow stanchions and dairy barn equipment.

Associated Mfrs. Co., Waterloo, Iowa—Iowa dairy separators, gasoline engines.

Miller Pasteurizing Machine Co., Canton, Ohio—pasteurizing equipment.

C. Doering & Son, Chicago—automatic can washer.

The Tyson Co., Canton, Ohio—Tyson ripener and pasteurizer, ice cream machines.

Fort Worth Takes First Prize.

Fort Worth (Texas) butter won first prize in the Texas creamery class at the Dallas fair and was only half a point behind the winner of the trophy cup in the world's class, open to all.

The winning entries were those of the Nissley Creamery Company, with a uniform score of 95½ in both contests. The Fox River Creamery Company, of Chicago, took the cup in the world's class with a score of 96.

"The feature of the creamery classes was the score of 95½, made in the world's class by the Nissley Creamery Company, of Fort Worth," said Prof. J. W. Ridgeway of the dairy husbandry department of the Texas Agricultural and Mechanical College and judge in the creamery division at the fair. "This score was but one-half a point below the highest score made by the best northern creamery, where conditions are such that the production of high-scoring butter is much easier than in Texas."

Bovey, Minn., will have a new creamery building through the efforts of the Commercial Club.

The new creamery at Courtland, Minn., is in operation. H. C. Sorenson is butter-maker.

Purpose of the Dairy School

PROF. G. H. BENKENDORF, in N. D. S. A. Magazine

The great problem which the average young man has to solve is to select the line of work for which he is best fitted and which at the same time is most congenial to him. Many times a young man is so favorably situated that this is an easy task for him. He may be fortunate in having parents that already have a business well established and into which he can enter whenever he wishes. More often, however, the young man does not have these advantages and must practically work out his own salvation without material assistance from anyone. The young man may have grown up in a distant village and may not have a wide acquaintance with the ways of the world. As he expresses his desire to better himself he may even be discouraged by some of his associates in putting forth a positive effort. No doubt, in many cases these associates magnify the troubles which the young man will encounter to such an extent that he becomes disheartened and merely drifts with the current. Unquestionably many a young man would have achieved a more successful career if he had received proper encouragement in the formative period of his life.

The dairy schools serve a very useful purpose in helping many young men to get a better viewpoint of life. They attract parties interested in dairying who have their "faces toward the light" and who are willing to spend some of their hard-earned savings in becoming better acquainted with their work so that they may improve their condition. The courses offered, usually short ones, give a student an opportunity to exchange ideas with other young men situated as he is. He is taught and trained how to make better butter and cheese; how

to take better care of milk and how to keep accounts accurately. But while this instruction is important and is often all that the student thinks he wants, it is not the most important after all. He observes that young men, no more capable than himself, are making a success of their undertakings in life. He begins to ponder and wonder why he himself cannot be more successful. He becomes inspired with the idea that he can by diligence and careful work also forge to the front. His ambition is aroused; he becomes enthusiastic and after leaving the dairy school is a better citizen of his state—not that he has learned to test milk and cream with great accuracy; not that he has learned how to make a better grade of butter and cheese, but because during the short time that he was at the school his ambition has been aroused and he goes home with the desire to make more of life. In other words the dairy school has led him to a higher plane and he gets a clearer vision of life and life's work. After he has obtained this "vision" it may even cause him to change his vocation, and, instead of going back to the factory to work out his future, he may follow other lines of useful endeavor. He may go back to the factory temporarily in order to earn means or gain experience with which to follow up his newly chosen work.

Many dairy students in after years look upon the time they spent at the dairy schools as the source from which they received their inspiration and enthusiasm. It would seem, therefore, that the real purpose of any dairy school is to inspire its students with zeal and ambition at the same time that it is trying to teach them the better methods of modern dairy practice.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—By a thoroughly experienced buttermaker, in a small plant or as helper in large plant. No boomer. Married. Good recommendations. State wages and output in first letter. Address Box B, Devon, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

WANTED—One small or medium sized, second-hand Wizard or Jensen combined pasteurizer and ripener, in good shape; Wizard preferred. Also, one second-hand 90-pound Improved Friday butter printing and cutting machine in good shape. Answer at once, naming price. Address J. G. Stallsmith, New Lexington, Ohio.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—By young first-class buttermaker, five years' experience in up-to-date creameries, whole-milk and gathered cream. Holder of engineer license. Can also operate gasoline or kerosene engines. Am single. Can come on short notice. Know how to pasteurize and make starter. High class references. Address Jas. E. Klemmer, St. Lucas, Iowa.

Farmers, Attention!

WANTED—Location for seven \$150,000 condensed milk plants and twelve \$115,000 milk, flour and sugar plants. We sell no stock or bonds, nor ask for free site. Show us you have natural surroundings to develop into dairy country if milk prices are such to make it possible to do so at a profit. Send full information of your advantages, pictures of farms, publications, books, etc. to Herman R. Franzen, Ephrata, Lancaster County, Pennsylvania.

W. O. SAXTON & CO.**Butter and Eggs****174 Duane St., NEW YORK****Ship Us and
Compare Results**References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

What Prof. C. E. Lee Says—

(In The October Dairy Papers)

"It is always expensive to buy tubs that should be graded as seconds.

"Good butter that reaches the market in dirty, damaged tubs with the body of the butter injured is frequently paid for on the basis of a low grade."



THE BUYERS OF SCHMIDT BROS., TUBS AGREE WITH PROF. LEE

THEY USE NO TUBS WHICH GRADE AS SECONDS

Therefore, they buy Schmidt Bros. tubs because they are strictly high grade in every particular

Because they wish no tubs of theirs to reach the market and come before buyers in damaged and consequently dirty condition.

Because they take no chances on the body of their butter being impaired by dirt, grease or foul odors

by reason of broken, inferior tubs injured in transit.

Because they risk no losses on butter delivered in such unattractive condition as to sell on the basis of a lower grade than it should have sold for on its quality when shipped.

They buy tubs on the basis of quality rather than cheapness

That is why Schmidt Bros. tubs sell to these creameries over any and all others.

ELGIN BUTTER TUB COMPANY

(SCHMIDT BROS., Proprietors, ELGIN, ILL.)

How to Produce Better Cream

By L. G. RENKLE, University of Missouri

A farmer will not buy clover seed filled with dodder, if he knows what he is doing. He will not buy wheat half full of rye. It will not be necessary to explain why he will not do this but it often seems necessary to explain why he should not expect to sell old off-flavored cream and receive the highest market price for it.

The best buttermaker in the world can't make butter receiving the highest market price and make it out of poor cream. He can out of good cream. The difference between the top price at which you see butter quoted, and the price at which your creamery is able to sell their butter, is from 1 or 2 to several cents. Poor quality causes them to take less than highest prices.

The problem of how to produce better cream and obtain the highest market price for it is not a hard one to solve. In the first place the creameries in the state of Missouri are paying for cream on the quality basis. This is a decided step in the advancement toward higher prices for butter-fat for the farmer. A creamery buying old cream can't manufacture good butter and can't pay the farmer highest prices for butter-fat. When every creamery will buy according to grade, then and only then will the farmer receive better prices. Better cream; better butter; better prices. Missouri butter is notably poor. We are going to put better butter on the market by getting better cream and by co-operation with the creameries the farmers of this state are

going after the money the farmers of Wisconsin and other states are enjoying.

To produce better cream, it is necessary to understand why cream gets old and off-flavored so quickly. It is simply because the cream producer has not observed the two following rules here laid down. If one will practice these rules they will have done much to improve their product.

First—Be as clean as possible in handling your milk and cream from the time of milking to final delivery of cream.

Second—Immediately after separation of milk cool the cream rapidly and as low as possible.

Cleanliness.

All vessels, utensils, strainers, separators, etc. must be in a clean condition if good cream is to result. Milk buckets with deep seams, open cracks, or rusty spots afford a place for lodgment of dirt and filth which gets into the milk. Separators must be cleansed after every separation. Partial cleaning will not be sufficient. All apparatus should be rinsed in hot water and placed in the sun to dry. Do not dry the utensils with cloths, but let them drain.

Barns should be kept as free from manure as possible. Animals should not be allowed to wade through mire and manure. One should not feed just before milking as the air will be full of dust which gets into the bucket. Clean the udder and flanks and teats a little before milking. Milk into small topped buckets and don't wet the

hands. If the teats are hard and dry use a little vaseline. The teats are thus softened, and dirty drippings from the hands are avoided.

Cooling.

Milk should be separated at once after milking and the cream cooled at once. Quick cooling is important and cannot be emphasized too much. Cream can be improved 50 per cent if cooled at once and to a low temperature.

To cool the cream it should be set in a bucket and this placed in cold water. The cream must be stirred frequently to insure quick cooling. A good barrel sawed off at a point near the center will make a good tub. Set the cream in cans in such a tub, trough or box and have cold running water pass in near the bottom and an outflow near the top. This is not always possible to have but is desirable.

Remember these two things: Be clean and cool your cream quickly.

The Farmers' Co-operative Creamery Company, of Saux Rapids, Minn., will soon be housed in a new concrete building to replace the one recently destroyed by fire. They have just received a check for \$3,172.41 covering the insurance on their old building.

The Minot (N. D.) Dairy Company, a farmers' co-operative creamery, is now in operation. Jay Broderick is manager.

The new creamery at Williston, N. D., is ready for operation. Mr. Lee is buttermaker.

Jay Welsh will build a creamery at Geddes, S. D.

CIVIL SERVICE EXAMINATION.

Marketing Specialist (Dairy Products),
Male—Grade 1, \$2,500 to \$3,000; Grade
2, \$1,800 to \$2,400.

The United States Civil Service Commission announces for November 10th an open competitive examination for marketing specialist, for men only. Two registers of eligibles will be established from this examination. Grade 1, certification will be made to fill a vacancy in the Office of Markets, Department of Agriculture, at a salary of \$2,500 to \$3,000 a year, and from Grade 2, to fill a vacancy in the same office at a salary of \$1,800 to \$2,400 a year; and vacancies as they may occur in positions requiring similar qualifications, unless it is found to be in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

The duties of this position will be to investigate the methods and process of marketing and distributing dairy products, especially butter and cheese, to render assistance to producers in organizing and marketing their dairy products, to devise and demonstrate improvements in these methods, and to direct the work of subordinates engaged in similar investigations, including the marketing of milk.

Competitors will not be assembled for examination, but will be rated on the following subjects, which will have the relative weights indicated:

Education and experience, 70; publications, 15; thesis, 15; total, 100.

A bachelor's degree from a college or university of recognized standing and at least four years' responsible experience in some commercial phase of the dairy industry or in teaching dairying, or in investigational work connected with the dairy industry; or, in the case of applicants lacking a bachelor's degree, at least eight years of such responsible experience or any combination of such educational training and such experience aggregating eight years, is a prerequisite for consideration for positions under Grade 1.

An educational training equivalent to that required for a bachelor's degree from a college or university of recognized standing and at least two years' experience in some commercial phase of the dairy industry or in teaching dairying, or in investigational work connected with the dairy industry; or, in the case of applicants lacking the bachelor's degree, at least six years of such experience; or any combination of such educational training and such experience, aggregating six years, is a prerequisite for consideration for positions under Grade 2.

Under the third subject the thesis must be in the competitor's own handwriting and must cover some phase of the general field of dairy marketing or distribution.

Statements as to education and experience are accepted subject to verification.

Applicants must have reached their 25th but not their 50th birthday on the date of the examination.

Under an act of congress applicants for this position must have been actually domiciled in the state or territory in which they reside for at least one year previous to the date of the examination.

This examination is open to all men who are citizens of the United States and who meet the requirements.

Persons who meet the requirements and desire this examination should at once apply for Form 304 and special form, stating the title of the examination for which the forms are desired, to the United States Civil Service Commission, Washington, D. C.; the secretary of the United States Civil Board, Post Office, Boston, Mass.; Philadelphia, Pa.; Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; St. Paul, Minn.; Seattle, Wash.; San Francisco, Cal.; Customhouse, New York, N. Y.; New Orleans, La.; Honolulu, Hawaii; Old Customhouse, St. Louis, Mo., or to the chairman of the Porto Rican Civil Service Commission, San Juan, P. R.

No application will be accepted unless properly executed, excluding the medical certificate and filed with the commission at Washington prior to the hour of closing business on November 10, 1914. The exact title of the examination as given at the head of this announcement should be stated in the application form.

Wastes in the Creamery.

For the successful operation of any business strict economy must be practiced. Keen competition, narrow margins, and fluctuating markets have made this necessary. One of the most important factors in the successful operation of a commercial enterprise is the elimination of all unnecessary wastes. So important is this factor considered that large companies employ efficiency agents whose sole duties are to increase the efficiency of the plant, that is, systematize labor, prevent losses of material, and reduce the "overhead" or running expenses. The small creamery can not employ such an agent, but each creamery manager should consider himself individually responsible for the efficient operation of the creamery and should endeavor at all times to eliminate all wastes and other agencies that tend to lessen the efficiency of the plant.

The one important factor in the creamery that reduces the efficiency of the plant is that of waste. Small wastes creep in which considered alone seem very unimportant, but which when combined with others often cause disaster. No matter how small the item if it can be seen that a small saving is possible an effort should be made to profit thereby. Because many creamery

employees do not realize the value of economy in every minute detail the following items are mentioned as possible ways by which creameries are meeting with losses:

Spilling of small quantities of cream; improper rinsing of patron's cream cans; dropping of pieces of butter on the creamery floor; leaving pieces of butter in the churn; inaccurate scales; improper sampling of cream for testing; improper reading of tests; leaking of churns; leaking of steam fittings; improper firing of boiler; improper care of boiler; running of engine or motor when not necessary; nonutilization of exhaust steam; keeping too high steam pressure on the boiler; waste of lubricating oil; careless handling of supplies, such as salt, butter tubs, etc.; nonsystematized labor; careless handling of money from retail sales; posting of accounts from memory; allowing accounts to run indefinitely; inaccurate check on amount of product disposed of and on hand.

While there are numerous other small wastes in the creamery the above mentioned are the most common. These and all other wastes must be eliminated in order to return the maximum profits.—Circular letter No. 48, U. S. Dairy Dept.

Early Champion Buttermaker Dead.

News of the death of A. M. Bingham at Alcorn, Miss., brings to mind a period about 30 years ago when Mr. Bingham was the champion buttermaker of Iowa. He resided for many years, in the early days, upon a farm with his father three miles south of Jesup. He was 70 years of age and death was due to heart disease. Twelve years ago he moved south and lived in a pretty home at Alcorn. His widow and two daughters survive. The Bingham farm, on Spring Creek, possessed a set of fine springs, with water almost ice cold, and the creamery was built over these so that the cold water would circulate freely among the milk cans. In this way there was natural refrigeration. Nearly all of the high-grade butter which Mr. Bingham made was shipped to the big eastern hotels. He was a native of New York.

A movement is under way to organize a co-operative creamery at Kamiah, Idaho.

Ryder, N. D., is to have a creamery, owned and operated by E. H. Officer.



A. G. Redman, Buffalo,
 President Minnesota State Butter and Cheese Makers' Association.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

Nat'l Creamery Owners and Managers

BY-LAWS OF THE ASSOCIATION

Below we are printing in full the by-laws of the National Creamery Owners and Managers' Association, which is to hold its annual convention at the National Dairy Show on October 28th.

M. Seidel, of Saginaw, Mich., is president; Lewis Neilson, of Galesburg, Ill., vice-president; W. Monroe Schlosser, Frankford, Ind., secretary, and J. F. Laude, of Greenfield, Iowa, treasurer.

ARTICLE I.

NAME—LOCATION—OBJECT.

Section 1. This association shall be known as the National Creamery Owners' and Managers' Association.

Sec. 2. The city of Chicago, state of Illinois, shall be considered the headquarters of the association. Its annual meetings shall be held there unless otherwise directed by a two-thirds vote of the executive committee.

Sec. 3. The object of this association shall be to encourage and improve creamery conditions in the states represented by membership in this association, wherever the creamery industry can be successfully developed throughout the United States; to encourage and stimulate a larger production of butter-fat per cow of the highest possible quality so a greater remuneration may be afforded the producer; to create and foster a close and friendly relation among creamery owners and managers; to promote and protect their social and business interest, and at all times co-operate and raise the standard of American creamery products.

ARTICLE II.

THERE SHALL BE NO CAPITAL STOCK IN THIS ASSOCIATION AND NO DIVIDENDS OR PECUNIARY PROFITS SHALL BE DECLARED TO THE MEMBERS THEREOF.

Section 1. Any creamery owner, creamery manager or manager of a certain department of a creamery or an officer of a co-operative creamery shall be admitted as a member of this association upon the payment, to the treasurer, of the membership fee and dues, provided that any co-operative individual or incorporated creamery under the same management can be represented by but one membership.

Sec. 2. Individuals may become honorary members of this association by a majority vote of the executive committee. They can not vote or hold office in this association, and shall be exempt from paying the annual dues.

Sec. 3. All associate memberships entitled to a vote must hold receipts for membership fee and annual dues as levied by the executive committee.

Sec. 4. The membership fees of this association shall be \$1 per year, payable annually in advance. However, if this fee shall be found too small to defray expenses of the association, memberships may be assessed *pro rata* for the amount of the deficiency by a two-thirds majority vote of the executive committee.

ARTICLE IV.

CALENDAR YEAR.

The calendar year of the association shall be from the date of our annual meeting to the following.

ARTICLE V.

OFFICERS—ELECTION—TERMS—COMPENSATION.

Section 1. The officers of this association shall be a president, vice-president, secretary and treasurer, who shall be elected by the executive committee from its members the first meeting each year, and an executive committee consisting of not less than seven and not to exceed the number of states in the Union.

Sec. 2. If seven or more states hold associate membership in this association, only one member from each state shall be elected to serve on the executive committee. The president and vice-president shall be from different states and represent their state on the executive committee.

Sec. 3. No person shall be eligible to hold office in this association who does not represent an associate membership in good standing.

Sec. 4. The offices of secretary and treasurer may be held by the same person.

Sec. 5. Members of the executive committee shall be elected annually by acclamation, each state reserving the right to nominate and elect its member at the annual meeting. They shall hold office for one year or until their successor is elected and qualified.

Sec. 6. All officers of this association shall perform their duties without compensation or traveling expenses; provided, however, that this association shall pay the expenses of any of its officers for attending special meetings, and the secretary shall receive such salary as the executive committee may decide upon.

ARTICLE VI.

DUTIES OF OFFICERS.

Section 1. It shall be the duty of the president to call and preside at all meetings of this association and its executive committee. He shall not vote except in case of a tie.

Sec. 2. Should any state nominate more than one candidate to serve as member of the executive committee and only one is required, then it shall be the duty of the president to select the candidate receiving a majority vote from members of said state. In case of a tie, the president shall cast the deciding vote.

Sec. 3. The vice-president, in case of absence, death, or disability of the president, shall have all the powers and function, and shall perform any and all of the duties of the president.

Sec. 4. It shall be the duty of the secretary of the association to keep full minutes of all meetings of this association and its executive committee; to prepare and send all notices of meetings of this association and its executive committee;



Talk With Those Who Eat Your Butter

If you could talk with the consumers of your butter they would tell you how much they would rather have quality butter than the other kind.

The public demands pure food and the creameries that sell butter made of the purest ingredients are sure to profit by their foresight. Even pure salt helps make better butter and thereby increases profits.

Diamond Crystal Salt has a purity attested by Government analysis. Its use often prevents that bitter taste which may result from impure salt. The Salt That's All Salt may even mark the difference between the quality butter, which those who eat your butter want, and the other kind.

Diamond Crystal Salt Co.

ST. CLAIR, MICH.

to notify the members and collect dues levied by the executive committee; to prepare (and send all notices of meetings of this association), maintain and preserve a correct roll of membership in this association; to issue and countersign all orders for payment on the treasurer; to take charge of and preserve all other papers belonging to this association, and perform such other duties relative to his office as may, from time to time, be authorized and directed by the executive committee.

Sec. 5. It shall be the duty of the treasurer to keep the money of the association and deposit same with some reliable banking-house, all deposits to be made in the name of the National Creamery Owners' and Managers' Association by him, as treasurer; to pay all orders issued on him by the secretary; to keep an accurate account of all moneys received and expended; to make a report of the financial condition of the association to the members at their annual meeting, and to the executive committee at any time said committee may ask for same, upon seven days' notice. The treasurer shall give such bond as the executive committee may demand.

Sec. 6. The duties of the executive committee shall, singly, be, to report the creamery and dairy conditions of his respective state. It shall be his personal duty to solicit the owners and managers of his state to become members of this association. It shall be the duty of every member of this committee to not only work with the members of his state for legislation in the interest and betterment of the dairy and creamery business, but to co-operate with the members of this committee in other states to work as a body for measures that would materially benefit the dairy and creamery business. It shall also be his duty to organize a state association of managers and owners in his state, which association shall be affiliated with this National Association. It shall be the duty of the executive committee to look after federal and state legislation concerning the creamery business and use money of the association for this purpose, as they may decide upon at any special or regular meeting; to audit the books of the secretary and treasurer before the annual meeting, and at any other time they should consider it necessary, and to arrange all programs for the meetings. It shall be the duty of every member of the executive committee to attend every call and annual meeting, and if he shall be unable to do so, it shall be his duty to make arrangements whereby he will be represented by proxy to a member from his state.

ARTICLE VII. MEETINGS.

Section 1. The annual meeting of this association shall be held in connection with the National Dairy Show at Chicago each year, at such time and place as may be decided upon by the president or secretary, providing it has not otherwise been ordered by a two-thirds vote of the executive committee. Due notice of any change shall be sent the members 10 days prior to the date of said meeting.

Sec. 2. A business session of the executive committee shall be held previous to the annual meeting for the purpose of considering the future welfare of this organization. The president shall call another meeting of the executive committee immediately after the annual meeting to elect officers for the coming year.

Sec. 3. The president, or in his absence, the vice-president, at the request of not less than seven members of the executive committee, may call a special meeting of the association at any time, and shall call such meetings upon the application in writing of 50 members of the association, provided such application sets forth the reason for such call and the business to be brought before such meeting, and at such meeting no proposition be entertained or business transacted except such as relates to that mentioned in such application.

Sec. 4. The secretary shall mail to each member in good standing not less than 10 days before the date of any regular or special meeting of this association a notice of the time and place at which said meeting will be held, and in case of a special meeting, said notice shall contain a statement of the purpose for which said meeting is called.

Sec. 5. Special meetings of the executive committee shall be held upon call of the president at such time and place as deemed advisable to serve the best interest of the members of this association.

Sec. 6. Twenty-five members, present in person or represented by proxy, shall constitute a quorum for the transaction of business at any meeting of this association, and five shall constitute a quorum for the transaction of business at all meetings of the executive committee, except as herein otherwise stated, but a small number may, in either instance, adjourn the meeting.

ARTICLE VIII.

ORDER OF BUSINESS.

Call to order.
Reading and approving of minutes of previous meeting.
Report of president.
Report of secretary.
Report of treasurer.
Report of executive committee.
Report of special committees.
Unfinished business.
New business.
Election of officers.
Program.
Adjournment.

ARTICLE IX. AMENDMENTS.

The by-laws of this association may be amended or changed by a two-thirds vote of the members in good standing at any regular meeting of the association, or by a two-thirds vote of the executive committee. Any change made by the executive committee, however, shall hold only until the next regular meetings of the association, when it must be ratified, or nullified by the association by a two-thirds vote.

as buttermakers will be there to see their own tubs scored. We have not been advised as yet relative to the time of scoring, but we assume the convention butter will be made before the boys leave home at the beginning of the course.

Attention, Iowa buttermakers! Let's all boost for this short course and this convention. Let's help make it the biggest and best thing for Iowa buttermakers that has ever been held. The success of the convention and short course rests with the individual. A cook will prepare an excellent meal and have it ready to serve, but unless the table is surrounded by hungry people his efforts are a failure. The officers of the Iowa Buttermakers' Association are a set of hard-working boys for the good of the organization. It is a big task to prepare a convention and see that the many details are carried out, but if those in charge feel that the boys are co-operating with them they can work with courage.

Just consider what a great meeting it would be if 200 or 250 buttermakers were present. Judging from the past two or three years, there will be at least 200 buttermakers enrolled for the short course, and surely 50 others who couldn't get away for the 10 days will take two days off and attend the convention.

We are very enthusiastic over the prospects of a "whale of a meeting," and we trust this first batch of "starter" will find a fertile field among buttermakers all over the state for the short course convention bacteria to grow, and develop a desire and determination to be present at Ames for both big events.

Tribute to the Cow

By GEORGE FITCH

Of all the animals designed by nature the cow is one of the most successful.

She is a neat, durable animal of moderate size, and fitted with a large number of very ingenious conveniences. In fact the evidences are that the cow was constructed a long time after man was invented, and that she embodies the result of much more experience.

The cow is toeless, and uses instead a cleverly designed cloven hoof, which is not afflicted with corns or bunions. Because of the fact that she does not need shoes the cow is able to afford four feet. With these she can travel twice as fast as an ordinary man, and can also eat at an angle of 50 degrees on a slippery hillside with perfect comfort.

The cow has no upper teeth. Those mortals who have spent their nights carrying a double set of insurgent teeth around a bedroom and their days earning money enough to have these teeth yanked out and replaced, have cause to envy the cow with great fury.

The cow also has four stomachs. This enables her to have indigestion in one stomach and yet to limp along very nicely on three cylinders through a 189-course dinner. Because of her four stomachs the cow is also able to eat all day and far into the night.

The cow is also able to swallow her food in bunches and to chew it afterward. It is disgusting to think that nature has wasted this magnificent arrangement on a cow, while thousands of American business men are turning yellow and shrivelling up with dyspepsia for want of it.

The cow is also able to carry her milk supply through the hottest summer without ice. And yet in spite of all these improvements and facilities the cow is not rich.

In fact she hasn't a cent to her name.

Iowa Buttermakers' Convention at Ames

LAST TWO DAYS OF SHORT COURSE

Announcement has just been made by Secretary Brunner of the Iowa Buttermakers' Association that the next convention of that organization will be held at Ames on Wednesday and Thursday, January 6th and 7th. This information, we are sure, will be received with pleasure by every buttermaker in Iowa. The officers are to be congratulated on their choice, as these are the closing days of the buttermakers' short course, which is always so well attended. It will give the boys an opportunity to at-

tend the short course and convention with one expense. Then, too, the college students will be home on their winter's vacation, which will make plenty of room at the dormitories for convention visitors. Another advantage at this time is that Iowa buttermakers will feel more like attending the national convention in Mason City in March.

The butter exhibit will be considerably larger on account of the short course and its educational feature will be much greater,

Established 1865

Beam, Turner Co., Philadelphia, Pennsylvania
Butter, Cheese, Eggs, Poultry

Ask The Creamery Journal.

Barring the fact that she is worth 25c a pound when converted into porterhouse steaks, dried beef and soup bones, she is a bankrupt, and has to depend for food all winter upon the efforts of a hired man with a pitchfork.

The cow is like too many humans. She is magnificently equipped for life, but she declines to worry. Even when a cow strays upon a railroad track and faces a tooting locomotive she maintains her placid disposition and her sweetness of temper.

But perhaps this is because she knows that whatever the engine does to her will increase her value from 25c to \$1.50 a pound.

Trade Mark for Iowa Butter

W. B. Barney, state dairy and food commissioner, is perfecting plans for the adoption of a trademark on Iowa butter by the state legislature. By establishing a standard he asserts that the grade of butter will be greatly improved and producers will receive from 2 to 3c a pound more for their product.

The commissioner has requested E. R. Harlan, curator of the state historical department, to draft an appropriate design for the Iowa trademark. It was at first suggested that the state coat of arms be placed on the design, but this suggestion was dropped.

Mr. Barney has recommended that the Iowa State Dairy Association and the Iowa Buttermakers' Association appoint a committee to work with the state dairy and food commission and representatives of the Iowa state college in formulating laws to be enacted by the next general assembly. A reasonable amount of financial aid will be asked of the legislature to put this brand of butter before the people of this and other countries.

The idea, as put before the buttermakers, is that the state adopt a trademark which may be used by all persons who comply with a certain standard to be fixed by the state for Iowa butter. The butter must score at least 93 per cent on the system of scoring adopted by the state. This system includes inspection of the plants, the material used and the butter products. At any time a plant falls below the standard, the state would withdraw the privilege of putting the product out as Iowa butter.

This state produces for sale outside of Iowa nearly 90,000,000 pounds of butter annually. The grade is high, but by the establishment of a standard, Mr. Barney thinks it can be improved so that outside of the state there will be a steady demand for Iowa butter at prices 2 to 3c above the market.

Regarding the scoring, Mr. Barney says: "I would further recommend that butter from the creameries having the privilege of using this trademark be scored monthly and that such scoring be done at the Iowa experiment station and that for doing such scoring one man be furnished by the state dairy and food commissioner, one by the dairy department, Iowa state college, and the third to be a creamery buttermaker from one of the creameries belonging to the association. The reports from such scorings should be mailed immediately to the office of the state dairy and food commissioner, who should have the authority to call for a return of the trademark whenever it is found that the quality of the butter does not warrant the use thereof.

"Any creamery desiring the privilege of using such a trademark should apply in writing to the office of the state dairy and food commissioner, in Des Moines.

"Any creamery allowed to use the trademark should also be allowed to use it on print butter. The manufacturers of parchment paper for such prints should receive a stamp from the state commissioner and no one would be allowed to use such a stamp except by instruction of the state dairy and food commissioner."

John E. Allen with others is interested in the Farmers' Co-operative Creamery Company recently incorporated at Elizabeth, Ill. The capital stock is \$7,600.

W. J. Damerow, R. E. Een and J. O. Een are the incorporators of the Shawano Creamery Company at Shawano, Wis. \$10,000 is the capital stock.

Milliken, Colo., has been selected as one of the towns in Weld county to receive a creamery and cheese factory. The Commercial Club has promised to secure enough milk to insure the opening of the factory. The company will erect the building and equip it and in the meantime a canvass of the country will be made.

The West Co-operative Creamery Company, of West, Miss., has incorporated with \$3,000 capital stock. The incorporators are Dr. L. S. Rogers, R. A. Cross, L. P. Bell and others.

The Oakdale Creamery Company of Oakdale, Cal., will install ice cream equipment in their plant this winter.

Five Highest Scores NEW YORK STATE FAIR

Gold Medal Butter

Score 97%

Richardson, Beebe & Co.
East Aurora, N. Y.

LIBERTY BUTTER SALT

Gold Medal Cheese

Score 99 1/8%

John Donkow
East Otto, N. Y.

COLONIAL CHEESE SALT

Highest Average Score

On Butter, Score 99 2-3%

H. L. Smith
Crittenden, N. Y.

COLONIAL BUTTER SALT

Silver Medal Butter

Score 99 3/4%

Rosemary Creamery Co.
Adams, N. Y.

LIBERTY BUTTER SALT

Silver Medal Cheese

Score 99%

Earl Bolander
Falconer, N. Y.

COLONIAL CHEESE SALT

Let us send you a Prize-winning Sample.

The Colonial Salt Company

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BUFFALO:

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Makers of COLONIAL (Flaked), LIBERTY (Granulated) Butter Salts
and COLONIAL CHEESE SALT

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa, by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Pelt, Vice-President
E. R. Shoemaker, Secretary and Treasurer

DEVOTED TO THE CREAMERY INTERESTS
OF THE UNITED STATES.

E. R. SHOEMAKER - - - Editor

E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, \$1.00 per year. In Canada, \$1.25 per year. In all other countries in the Postal Union, \$2.00 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, NOVEMBER 1, 1914

COMING CONVENTIONS.

Minnesota State Butter and Cheese Makers' Association—Annual convention November 4th, 5th, 6th. Place of meeting, St. Paul. James Rasmussen, secretary, R. F. D. 2, Albert Lea, Minn.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

California Creamery Operators' Association—Modesto, November 5th, 6th and 7th. A. P. Ferguson, Turlock, secretary.

Ninth National Dairy Show—International Amphitheatre, Union Stock Yards, Chicago, October 22d to 31st inclusive. W. E. Skinner, manager, 819 Exchange Ave., Chicago.

PLEASING THE EYE.

A man is judged largely by the clothes he wears—by his appearance. Fine feathers, of course, do not make fine birds, but they give the birds a certain pride and an attraction. So it is with creameries. Some very fine butter is made in shacks, and likewise considerable poor butter is made in fine factories. But generally speaking, a neat, attractive, well kept creamery is a reliable indication that it is managed by a man who takes an interest in his work—a man who cares about his looks.

Heretofore creamery grounds have been neglected. If the buttermaker kept his floor and machinery clean he was doing his duty. But times are changing. An up-to-date buttermaker nowadays must make his creamery grounds attractive.

He wants to because he wants passersby to get a good impression of his place of business.

You don't have to have a fine new building and new machinery in order to fix up your grounds, and it is a very simple matter to beautify your grounds. The important element is the desire. We are showing elsewhere in this issue three views of Iowa creameries which won prizes in the beauty contest. This is only the second year of the contest, but interest is gaining very rapidly and next year there doubtless will be many more entries. A shovel, a rake, a few seeds and the ambition will soon make your creamery grounds look like a new suit of clothes. Nothing is more pleasing to the eye than flowers and green grass, and when you please the eye you are pleasing the soul. Attractive grounds will put your creamery on a higher level in the community and it will mean more and better feeling patrons.



THE CONVENTION SPIRIT.

The "Minnesota national" convention of butter and cheesemakers is to be held in St. Paul at the Merchants' Hotel November 4th, 5th and 6th. We say national, as that is what one Minnesota buttermaker calls it, and he's about right, too. We have attended national buttermakers' conventions when the attendance was not a third as large as they have in Minnesota every year. The Minnesota boys know how to hold and how to profit by conventions. Every buttermaker has a pride in his state association and it takes sickness or high water to keep him home during convention time. Do conventions pay? Something has paid in Minnesota; something besides luck has been winning the national banners and putting Minnesota butter on a shelf by itself. Interest, enthusiasm and pride have done it, and the convention has been an important factor in generating the horse power. Minnesota boys attend the convention sessions as well as the convention city and hotels. When it comes time for the call to order the room is filled, and after an address there are a half dozen or more buttermakers on their feet to ask questions.



FALSE ECONOMY.

To speak plainly, isn't it rather foolish for creamerymen to depend upon inefficient, unreliable and extravagant ice as a refrigerant when there is such a reliable, efficient and economical means of refrigeration at hand? It certainly seems so, yet hundreds of creameries are doing it. They are blindly refusing to consider the ice machine, thinking it to be an expensive luxury. The refrigerating machine is, in fact, the most profitable investment you can make. Many say they can't afford it. If there were some means of comparing actual results for a year, many would see how extravagant they have been by using natural ice. Nowadays, there are refrigerating machines for any size plant. It is well to begin thinking about an ice machine for next summer, or this winter, if you use much natural ice.

The Pasturage is Now Growing Scant

Your butter probably shows that winter is near.
It surely lacks the rich golden color common in spring.

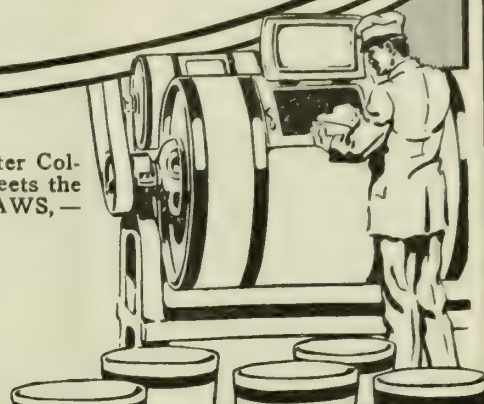
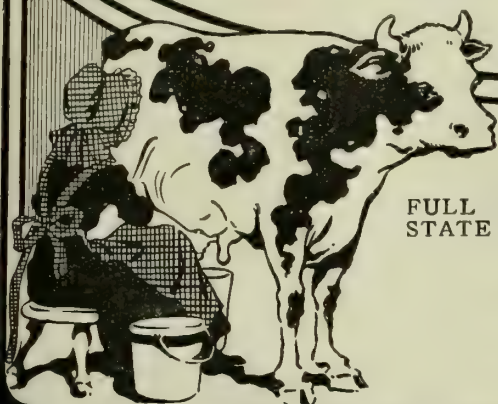
Dandelion Brand Butter Color

will give it the true June shade, and make it
bring top price.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, — STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

The British Dairyman and Europe's War

By FELIX J. KOCH

The toll of a great world-war, such as that now waging, Europe over, is beyond the actual counting, of course; but not the least of the sufferers, directly and otherwise, are the dairymen, or, as they are often called in England, the cow-keepers, and those whose trades, in turn, depend on the same. Aside from the great deflection of patronage, due to men being away at the wars, the English—the British—dairymen feel a curtailment of orders, owing to people finding better use for their money than spending on the little extravagancies of the table they were wont to indulge in heretofore.

Ices, or as we should say, ice creams, are among the first of the tit-bits a people will dispense with, and while a plate of ice cream may not seem to make very much difference, one way or another, multiply that one plate by the numbers consumed say just in London through a fortnight, by rich folk and poor, and you get a notion what amount of milk and cream is now simply going to waste. So, again, many of the coffee houses have closed, voluntarily, or otherwise, and while no doubt the patrons could drink that coffee at home, they don't go home and do so, and, once more, in the aggregate, the milk consumption suffers almost beyond bounds.

Interesting indeed are some of the ways in which milk and cream project themselves on the notice of an American in the British Isles, out of war times. Come to an English home for breakfast, when coffee is in

order, you will find that milady, the hostess, has her seat at one end of the table. Beside her is the coffee urn, also a milk pitcher. At proper time she takes your cup and saucer and puts it squarely before her. Then, lifting the coffee urn high in one hand, the milk pitcher in the other, she pours so that the streams from the two mingle and fall as one stream into the cup. The women of England pride themselves at their dapperness in such pouring—the higher milady may raise the vessels and yet not splash on the cloth, the greater the achievement—as a result of which she serves you coffee that is one-half milk and which we would only give to a child.



The London suburban milkman measuring out the customer's morning supply.

On the continent, closely akin to this custom, of course, one has the matter of black coffee and white. Ordinarily, if you step into a restaurant or cafe and order coffee it is "café noir" and no milk is brought you. Order milk, even just a bit for this, and you pay extra therefor. On the other hand, order "coffee with milk," or, as they say, "white coffee," and you get a cup that is one-half milk, one-half coffee, as in English style. In sections of western Canada one finds the same thing.

But the British Isles over the taking of milk does not start with regular breakfast, by a great deal. In well regulated homes the maid—and where there is no maid, the dutiful housewife—rises about six o'clock, slips downstairs where all is ready and prepares coffee, as suggested, and some light snack—great fried mushrooms or else toast. Then she brings these to the bedroom and here master and mistress drink and feast in bed until through. The dishes are set outside until later and they sleep on until nine or even later, for nothing moves much before 10 in the big English cities, when the heavier breakfast is had. So fond are the British of this pre-breakfast feasting that a song, "Breakfast in My Bed Sunday Mornings," hits it off and is heard on every hand now and then.

Your English milkman has, of course, been immortalized in prose and poesy, time immemorial, and his methods are devious indeed.

At Ely of summer evenings you will find him driving his milk cart out into the meadows beside the river, where the cattle feed. He has his stool with him and summoning "Bossy," he seats himself, pipe in mouth, cap on head, neat white, loose shirt tucked into clumsy trousers, and draws the milk.



THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

Water-Proof Lith Insulation

Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Saved like lumber and guaranteed absolutely sanitary.

Our argument is a common sense one. Why buy another material when you get even greater efficiency by the use of Lith—for 25% less money?

Lith is now made in extra large sheets—18x48 inches—twice the size of ordinary insulating material, covers twice as much space and presents only half the number of joints or cracks. Learn also about

Union Cork Board

This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

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ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

From the pail it goes onto the rear section of wagon, which a step makes convenient to reach. There it stays until carried to the dairy, to be used as he may desire. Over this rear wagon bed another step rises and on this there are two cans of varying size.



A typical dairy delivery outfit.

The one is for cream; from it one helps himself by ladle, pouring into the lid to deliver into the homes. The other, the larger, has milk and, to meet the demand for this, there's a faucet at bottom from which the milkman pours, on request. While he milks, his two steeds browse on the meadow grass or stand quiet, knowing full well the taste of the whip that he carries in a little ledge in the side of his wee two-wheeled cart. That is the one type.

On the streets of London you meet another. In this case it's a sort of push cart variety, the dairyman at the rear trundling a three-wheeled cart just broad enough to hold two huge cans in a line. As he goes often he calls his wares or else rings a bell, much as milkmen did in the States in our youth, or until municipal ordinance put an end to such noise. Incidentally, on each side of the framework containing the cans there's the sign with the name of the dairy, and this may often be taken as sufficient recommendation for the strength of the wares.

In Stratford-on-Avon one meets another style still. This is horse-drawn—one horse only, though—and instead of the two tall cans of Ely there's a tall can and next it, serving likewise as a seat, a low can for



Sending butter to town, Isle of Mann.

cream and the like. Such cart can make the rounds quickly; delivering where there's call for, and be back in season for the milkman to assist with the cows.

Out at the dairy interesting scenes obtain for the stranger. In many sections, as in Manxland, home and dairy are one.

There's an enwalled enclosure off from the home, the house wall in fact forming a side to it, as pen for the cattle when desired.

Not only the dairyman but his wife, sons and daughters, help at all forms of his labors. They help mow the hay, stack it and cure it; they help feed the cattle; they help milk (and who's not heard the songs of English milkmaids), and, in turn, make the butter, the cottage cheese, strain the cream.

So, too, the dotards are sent, on Manx, with the milk cart to market, carrying not alone milk and butter, but such other produce as there may be for sale, and intrusted with all manner of errands. Father is started on his way, merely holding the reins—for the mare knows the route and the customers know his ways, and receipt for the milk without asking.

Wherefor, far more quiet and peaceful the journeyings of this Manx dairyman than are those of other vendors of milk products, say in the Whitechapel district of London. There, what the hokey-pokey man is to the slums of American cities, the vendor of ice cream is to the people of the tenement class. Great oblong box-wagons filled with cracked ice prove the vehicle for them. The box-exterior is gaily painted to attract every eye. As if that were not enough there's a big bell to ring every so



Dairy products delivery in London.

often and, in addition, the carter cries his wares, rest assured. In the three great tins, setting far down in the ice he has three sorts of ice cream—raspberry, strawberry and vanilla, as a rule. Everyone buys, everyone enjoys it, everyone invests in more. Pure food laws are unknown and how much real cream, even milk, went in that ice cream, who knows? Who cares, rather? It tastes good and he does a halcyon trade!

Now, though, with the war, rich and poor count their pennies and these vendors suffer like the rest. Through them their sources of cream suffer and so things work back, always, till the dairymen of Great Britain have good reason for wishing speedy end to the war.

The old Burr creamery at Calexico, Cal., has been leased by the Imperial Valley Swiss Co-operative Creamery. The plant will be renovated and reopened under the management of P. Domenigoni. New machinery will be installed.

The Caldwell Creamery Company has recently been incorporated at Caldwell, Idaho. The capital stock is \$5,000. A. B. Cooper and others are interested in the new enterprise.

The Fairfax (Minn.) Co-operative Creamery Company are going to build a new brick plant.

PROGRAM

Minnesota State Butter and Cheese Makers' Ass'n St. Paul, November 4th, 5th and 6th

Wednesday, 10:30 a. m.

Prayer.....Rev. W. E. J. Gratz
Central Park Methodist Church, St. Paul
Address of Welcome.....Hon. Winn Powers
Mayor of St. Paul
Response.....Geo. A. Miller, Maple Lake
President's Annual Address.....A. G. Redman, Buffalo
Report of Secretary.....James Rasmussen, Albert Lea
Report of Treasurer.....J. J. Roch, Zumbrota
Report of Dairy Record Publishing Co. James Sorenson, Sec., Albert Lea
Appointment of Committees

Wednesday, 1:30 p. m.

Music
"Greetings to the Boys".....Prof. T. L. Haecker, St. Paul
Question Box
"Paying for Cream According to Quality".....E. J. Holmers, Braham
Discussion
"Butter from Churn to Market".....J. J. Ross, Iowa Falls, Iowa
Discussion

Thursday, 10 a. m.

Question Box
"Churning, Washing and Working Butter".....S. G. Gustafson, Delano
Discussion.
"Quality".....F. W. Merrill, Fargo, N. D.
Dairy and Creamery Improvement Dept. De Laval Separator Co.
Discussion
"Marketing and Quality of Cheese".....A. W. Parkin, Pine Island
Discussion

Thursday, 1:30 p. m.

Music
Announcement of Scores
Awarding of Prizes and Diplomas.....Hon. A. O. Eberhart
Governor of Minnesota
Question Box
"My Observations in Europe".....Prof. M. Mortensen, Ames, Iowa
Election of Officers
Remarks on Butter Exhibit.....M. Sondergaard, St. Paul
Of the Federal Dairy Division
Discussion

Friday, 10 a. m.

Question Box
"Starter Making".....Alex Johnson, New Ulm
Discussion
Address.....Hon. Joel G. Winkjer
Dairy and Food Commissioner of Minnesota
"Making High Scoring Cheese and Factory Cleanliness".....
.....Jos. Parenteau, Mantorville
Discussion

Friday, 2 p. m.

Music
Question Box
"Birth of This Association and Early History".....H. E. Schuknecht, Chicago
"Creamery Refrigeration".....M. P. Mortenson, Albert Lea
Discussion
Reports of Committees
Unfinished Business

All sessions will be held at the Merchants Hotel.
Registration—Secretary's office, Merchants Hotel.
Butter and Cheese Exhibit—Booth's Cold Storage, Third and St.
Peter streets. Open every day, 4 to 5.

A Square Deal

THAT'S what
we believe in
and that's what
you will get if you
ship us your butter.

We give correct
weights and full value
according to quality for
every pound of butter,
and we call this a square
deal. Furthermore, we
have the outlet, the
money and the most
efficient organization to
handle the business
right and economically,
so we can give a
square deal.

You will profit by
giving us a chance in a
business way to prove
our assertions.

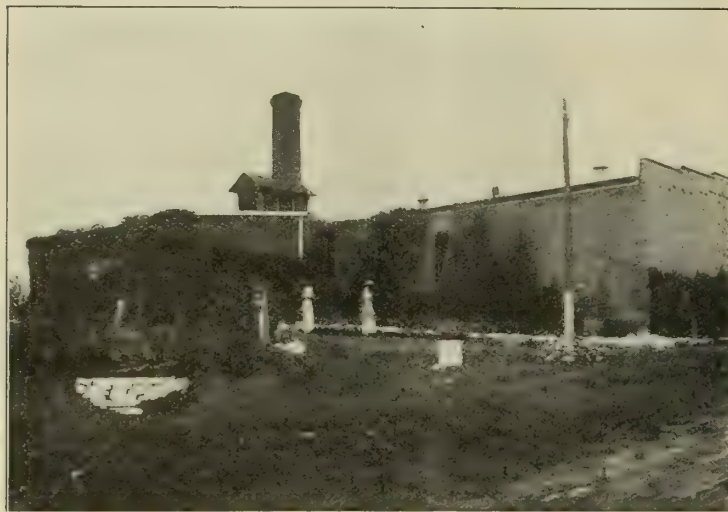
Try us and see for
yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

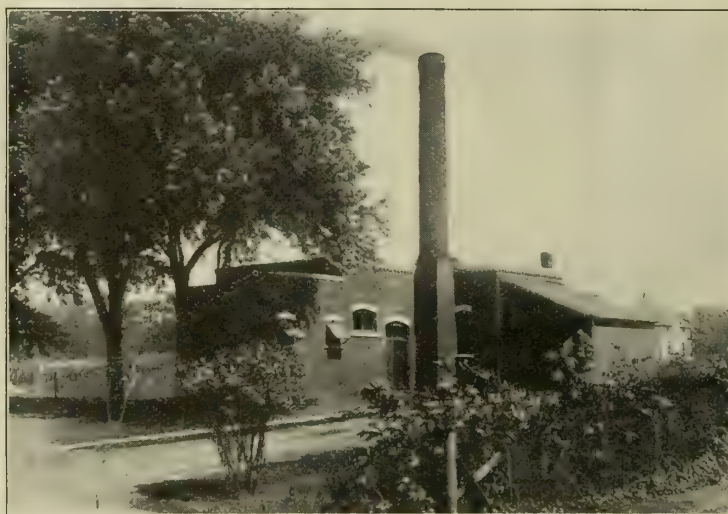
Sam Haugdahl, St. Peter, Minn.,
Western Representative



WE are showing three views of the Iowa creamery grounds which won the honors in the Iowa Beauty Contest for 1915. G. Steussi, buttermaker for the farmers' creamery at Manchester, is the man who won first place. His creamery is shown by the upper left-hand picture.

The Fenton Creamery Company was declared the judges to be the winner of second honors. C. F. Bolig, the buttermaker, is the landscape artist and gardener.

Third place was won by Guy Thomas, of Clear



Lake. His grounds, while not as fancy, perhaps, as the others, are beautiful and show excellent taste and much work.

These three creamery exteriors are the results of desire and ambition. There is practically no financial outlay. Any buttermaker can beautify his grounds regardless of the kind of building he may have.

The Iowa Beauty Contest is just beginning, but already considerable interest is manifest, and next year we expect to see 12 or 15 pictures submitted.

THE MARKETS

NEW YORK CITY.

Market Firm on Top Grades—Warm Weather Curtails Storage Trade.

[By the Creamery Journal Staff Correspondent.]

It looks now as if the weather would finally help the butter market. Until the last few days there has been practically no cool weather this fall, but a continuation of summer-like, sunshiny days. This sort of weather made it hard for the owners of held butter to market their stock satisfactorily and practically all of the trading until this week had been in fresh lines. Because of the unusual demand for fresh stock, prices hardened and indications pointed to high prices of fresh stock if the situation was not relieved by the sale of held butter. This condition will likely not prevail and owners of held stock are getting ready to market their supplies. So far there has been but little movement in any line of held with the principal trading being almost exclusively in the top grades. Cutters, who usually at this time of year are working on held, have done nothing so far and were unwilling to make any change as long as fresh stock was obtainable.

In spite of the unusual call for fine fresh butter, the market was not advanced materially although extras got as high as 33½c. Any advance beyond this would have curtailed consumption, and receivers have been careful in handling the situation as they wished to have a steady outlet con-

tinued. Consumers generally are curtailing on their purchases of food supplies and any undue advance in the prices of butter would have immediately resulted in a greatly lessened demand and once butter was dropped many would take up oleo as a substitute although the warm weather has also been hard on the oleo sales.

Receipts have about reached rock bottom as last week there were 39,555 packages, which was considerably less than the week before and the corresponding week a year ago. The low point has likely been reached as some of the creameries have shown little increase in their make. Weather conditions in the dairy districts have been much the same as in the east so that the cows are still in the pasture, although cool weather will send them into the barns which will result in a regular feeding and a larger flow of milk.

The firmness of the market has been almost exclusively confined to the top grades, including firsts and extras. With light receipts the proportion of fine butter has been at a low point as is always the case at this time of the year so that the top grades have been rather scarce and coupled with a fair demand, the market was easily sustained, particularly as trading was confined to fresh lines. The light offerings of about 40,000 packages permitted some reduction in the accumulation so that the market now is in better shape than it was two weeks ago. Holders of this butter have been reducing their stock both from private and from the public coolers and local and out-of-town trade has been cultivated so as

to get rid of this surplus stock. Receivers fear that unless the medium grades of butter, which have been a drug on the market for some little time, are cleaned up, they will act as a handicap to the movement of the lower grades of held and there will be an unsatisfactory market on these lines all winter. There are thousands of workmen out of employment in New York City and this will show its effect in the consumption of butter all winter. It is this class which is a large user of oleo and if these consumers neglect the undergrades of butter in preference to oleo it will be a difficult thing to market the surplus this season. There are also a good many out of employment in the nearby cities which usually take a large portion of their supplies from New York.

There is a little export movement, but not enough to cut much figure as the business last week was confined to about 500 tubs of lade butter which went to London. This was in the nature of an experiment shipment and the exporters are anxious to see how this stock does abroad before consigning any more. The movement abroad has been counterbalanced by the receipt of some butter from Holland. The best Danish costs about 34c delivered here, including duty. The extent of the imports is rather uncertain, particularly from the countries which use the Baltic ports. These ports are closed and will likely remain so for some time.

Along with creamery butter process has been stronger and steadier with the movement moderate. Trading is confined to

the top grades, and the undergrades, like almost every other line of butter, are neglected and hard to move. There has been fairly good trading in ladles with the market a little higher. There have been practically no shipments arriving from the west. Only a small portion of the packing stock receipts are of good quality and the market has been rather slow and buyers are particular as to quality. They are willing to pay good prices for anything of high grade, but do not want the inferior stock. Fine Junes are held firmly with some of the owners not willing hardly to sell at current quotations.

BOSTON.

Market Gains Little Strength—Trade Increases Slightly—Dealers Hope for Larger Distribution.

[By the Creamery Journal Staff Correspondent.]

The butter market has gained a little more strength the past two weeks, and the volume of trade has slightly increased, but we cannot report any general activity. The demand is mainly for the high scoring grades of creamery, which are running rather scarce while the medium grades are plentiful and hard to clean up even at concessions. Although a slight advance has been established, it is only on a small percentage of the fresh receipts, and we don't feel justified in calling the market in a generally healthy condition. The continued mild weather is partially to blame for the absence of real activity, but the want of confidence in the future of values has its influence in preventing dealers from stocking up. Several influences are operating to make dealers in all kinds of food products cautious, and it may be a few weeks more before we shall be able to report any large movements.

For the best fresh creamery the past two weeks 30½@31c has been the average range, with 31½c generally asked at the close. We hear of occasional fancy lots ranging up to 32c, but western shippers must not be misled by these reports so far as Boston is concerned. A large portion of the arrivals from the west do not grade higher than firsts, and these are not salable here at more than 28@29c, and they must be pretty good to command 29c in a wholesale way. Seconds are not quotable above 26c, and some are waiting for buyers at 25@25½c. Thirds slow at 23@24c. Ladles are quiet at 22c. Renovated sold the past week at 25@26c, but not much at over 25½c. A comparison of prices with those of two weeks ago shows that the gain is almost wholly on the high grades.

The demand for storage creamery shows some increase, and sales of extras have been made at 30½@31c. These prices are about the same as for fresh, and extras are being called for owing to the shortage of strictly fine fresh, but when these are passed buyers are slow to make reasonable bids. Holders, however, are not urging sales, because they believe that all these storage goods will show to better advantage in colder weather.

From all that we can gather by going among the receivers, we are of the opinion that dealers generally are more anxious to enlarge the distribution than establish higher prices. They are impressed with the idea that prices are high enough for the present, and that any attempt to establish higher values all along the line would be very hurtful to the trade. People generally are imbued with an economical spirit, and it is getting quite fashionable to resist paying the extreme rates asked.

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Do you go to all the unnecessary trouble of scraping and brushing the slime from the bowl and milk coatings from the discs, or do you

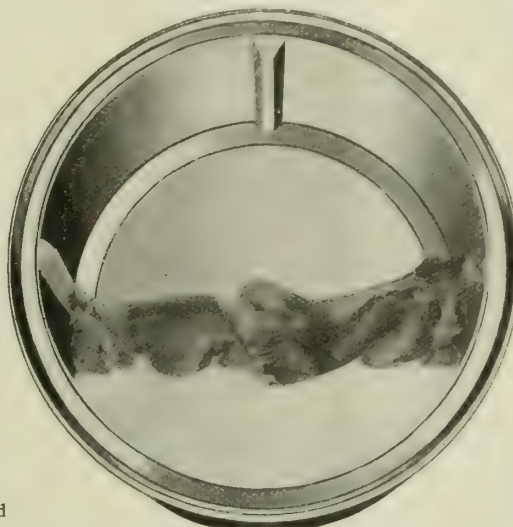
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PHOTOGRAPH OF SEPARATOR BOWL

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B-K has a peculiar quality that when metals are washed with it milk solids or separator slime cannot adhere to the metal but accumulate in loose sheets easily removed without scraping or scrubbing. It leaves the metal smooth and prevents bacterial contamination. This is one of the most important discoveries of recent years in the milk business.

B-K used in this way saves ten to twenty minutes a day in cleaning each separator and pipe connections, giving in a mechanical way a remarkable degree of cleanliness as well as practical sterilization.

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References: Irving National Bank, N. Y.

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They threaten to fall back upon substitutes, and retail dealers say that many of their customers are now calling for the cheaper article. To some extent this has already curtailed the consumption of genuine butter, but we are still of the opinion that all the good stock will be wanted at reasonable prices.

Some inquiry for low grade solid butter for export is intimated, but as far as we can learn no bona fide purchases have been made for that purpose. It is stated that some of our surplus medium grades could be sold at a profit on the Liverpool market at present, but the unsettled condition of the financial situation restrains shippers from taking the risk.

It will be noticed by our statistics that receipts are running liberal for the season, and that the stock in cold storage warehouses is now a little larger than a year ago. This is a feature of some significance, as for several months past the stock this year was less than for same time last year.

Receipts of butter at Boston for the past two weeks aggregated 1,866,066 pounds against 1,846,949 pounds for corresponding weeks last year, showing a slight increase for this year.

The stock of butter in cold storage on Saturday, October 24th, was 287,682 packages, against 286,625 packages, an increase as compared with a year ago of 1,057 packages.

Now that our cold storage stocks this year and last year are practically the same amount, with a slight preponderance in favor of this year, holders are not so sanguine as they were a short time ago. Either our receipts must decrease or our consumption increase, to place the market in a sound condition, and give confidence to holders.

A large delegation of butter dealers and others interested in the dairy business visited the National Dairy Show at Chicago, and we hope that what the visitors heard and saw there will inspire them with more courage in the butter situation. Generally, when Boston dealers come back from a visit to the middle west they are imbued with more hopeful ideas.

PHILADELPHIA.

Market Quiet—Fine Goods Scarce—Low Grades Accumulate—Packing Stock in Good Demand.

[By the Creamery Journal Staff Correspondent.]

A general quietness has been pervading this market, but during the past week a more cheerful tone was reported in the butter district. Jobbers have been on the street looking for quality and have shown more disposition to buy and the limited offerings of fine fresh table goods have found ready sale at the advanced price. The quotations for specials, at this time of writing, are 34½c but these figures are largely nominal, as the holders, generally knowing the requirements of their buyers, do not hesitate to ask a premium. Extras are held with confidence at 32c and being in request, the full market rate is obtainable. Buyers hunting the best qualities are willing to pay the price, as fine goods are far from being in ample supply, there being little more than 5 per cent of the arrivals that can grade high enough to be classed as fancy and extra. With the decreasing supply of the top qualities, extra firsts, being next best, have some demand at 30@31c. Firsts are quoted at 29@30c, but are very slow selling, and seconds at 27@28c are considered too high for the quality and with the trade looking for lower priced goods, many are substituting oleo, ladles

and packing stock for their cheap butter. With these conditions the low grades generally are in some accumulation and receivers are exerting pressure to move them.

Ladles, being in better request, have again taken another climb. At the advance they are held with confidence, as there has been considerable exported, at from 22@23c for eastern factory. With prospects of some foreign trade, the market is considered in good shape, and better prices are looked for.

Packing stock is now in good demand, quality is what is needed and 20½c is readily obtained when the stock is good enough for the packers. The bulk of the arrivals, however, are cheesy and such is difficult to place.

Holders of storage creamery are not urging sales, as the weather has been unfavorable. Prices generally are 31@31½c, but there are some lines held at higher figures.

CHICAGO.

The National Poultry, Butter and Egg Association Convention and National Dairy Show Interests All.

[By the Creamery Journal Staff Correspondent.]

Two occasions of supreme interest to the creamery trade of the entire country are drawing thousands to Chicago as this issue of the Creamery Journal goes to press. The first of these is the annual convention of the National Poultry, Butter and Egg Association, which opened today, and the second is the National Dairy Show which has been in progress since October 21st. Both of these events have made this city the mecca of the nation's produce trade. Therefore this news letter will deal in a large measure with them, other events of interest being mentioned only in skeleton form or not at all.

The opening of the convention of the National Poultry, Butter and Egg Association saw a good crowd of produce men on hand, as many of them had come in Saturday and Sunday. Some of the shippers were the guests of local receivers at their homes over the waiting period, and many of them attended shows and other amusements in the interval. The fact that the National Dairy Show was in progress at the same time served to draw some of the produce men to the city earlier than would otherwise have been the case.

The program of the convention is a simple one, only four sessions being on the slate. About 10 o'clock Monday morning the members of the executive committee got together, not without some little delay, in the Crystal room of the Hotel Sherman, with the state vice-president and representatives of other organizations affiliated with the national body. At the same time a meeting of the standing committees was in progress, but owing to the fact that not all the members had arrived some of this business had to be postponed. However, some important steps were taken at this session. As was expected, a recommendation was adopted to the effect that there should be a federal system of inspection for poultry, butter and eggs, to have precedence over state and city inspection. Another recommendation adopted was that the cold storage firms should furnish certified statements of stocks on hand at given periods to the secretary of agriculture. A. D. McIntyre, of Chicago, submitted a plan which called for one year as the limit for the keeping of cold storage food, with two extension periods of 60 days each to allow for the inspection. There was a great amount of discussion at the meeting of the

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executive committee about the recent notification of the railroads to shippers that after November 1st the full rate will be charged on the ice in the barrels of dressed poultry shipped into the city. The old rate of 15 per cent will be abandoned. The weight of the barrel, it is understood, will also be included. It was agreed that if the new rate was allowed to stand a number of small shippers would be forced out of business. That the retail price of poultry would have to take a permanent advance of about 1c a pound all along the line is likely to prove another result of the step of the railroads, it is said. There is every chance that further discussion of this important matter will take place before the convention draws to a close.

In the afternoon of the first day Hon. R. M. Allen, food commissioner of Kentucky, and Paul Mandeville, of Chicago, made addresses. Mr. Mandeville's address dealt with poultry and egg standards and was of great interest. Throughout the day large numbers of shippers and other men connected with the produce trade arrived, and Business Manager Bennett soon had his hands full handling the bunch. The new arrivals all gave fresh enthusiasm to the convention and there was much hand shaking and renewing of acquaintances in the familiar corridors of the Hotel Sherman, which seems ever the popular "hang-out" of produce men when they come to this city.

Meanwhile crowds continued to pour into the city to attend the National Dairy Show, an event of hardly less importance than the one which has just been described. Every afternoon and evening sees thousands from both the city and country pouring in through the massive arches of the International Amphitheater at the stockyards. On entering the place it seems for a time like coming into the main tent of an old fashioned three ring circus, conducted on a larger scale. Around the central oval, which contains the athletic field rise to a great height the massive bleachers, crowded with thousands of people. Thinly clad young men with bristling pompadours and variously colored letters and monograms on their chests are competing in races, high jumping, pole vaulting, hurdling, and other contests. The spectators applaud at times; at others watch with a restraint which leaves only the ocean murmur sound common to crowds. The great throng in the bleachers however, is only a small portion of the people in the building. In fact, they are only the people who have become fatigued in looking at the blue-blooded dairy cattle in the west wing or the wonderful creamery and milk machinery in the north and south wings of the great structure. The dairy cattle are in charge of the men who accompanied them to the city from the farms all over the country whence they came. These men look a little worried, some of them, for the hoof and mouth disease is raging only a hundred miles away in southern Michigan and northern Indiana. They fear the discovery of the first case among the prize winners which will fill the west wing. The cattle are a source of great wonder to the city people who flock to the exposition with even more enthusiasm than those which come from rural sections. Some of them, particularly young women accompanied by escorts, marvel exceedingly and are not a little embarrassed when they behold one of the attendants milking. It is a new operation to them.

While the cattle are interesting, the creamerymen who attended the big show spent

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more time, perhaps in the north and south wings of the building, where the butter-making machinery was on exhibition. The records thus far show that in point of attendance the show has not proved the equal of other years. In point of excellence of exhibits, however, there is no question that no previous show has been the equal. The salesmen in charge were a willing bunch. Many of them were acquainted with the visiting creamerymen, having met them in the course of regular business. This made things easier. Many of the salesmen had a chance to prove the veracity of their remarks made on other occasions by showing the working models which have been installed in many of the booths. By the way, there seemed to be more of these working models this year than on any other occasion, which may point to the fact that the manufacturers are recognizing that the "buyer" of an article, no matter what it is, wants to "see" how it works before he places his name on an order blank.

The display which got them all was that of the Fox River Butter Company in the extreme north end of the building. Here was a complete creamery in full operation, and the sight drew people by the hundreds. Samples of the famous "Blue Valley" butter, spread on little wafers, were given to all who asked. Butter-milk, such as was never before tasted, could be purchased for 5c a glass, and many there were who after purchasing one glass came back strong for another. Several teetotalers from Iowa wiped their whiskers and said it was the greatest argument for temperance which they had seen in this wicked city. The company had the right idea in having all the workers dressed in neat white uniforms, and every effort was made to show the public under what sanitary conditions butter is produced. This was one of the common features of the entire show, however, and therefore did not attract special comment from the visitors, although unconsciously they were probably favorably impressed.

Borden's Condensed Milk Company had a big display in the south wing, which was also a working model, showing the public how milk is bottled and prepared for distribution in the wagons throughout the city. The exhibition attracted many people and covered a large space. The equipment included a large cooler, into which the milk was placed after it was bottled. This operation also attracted much comment and discussion from the crowd. After such an exhibition of the sanitary bottling, the newspaper yarns of bad conditions among the dairies of the city ought to receive a severe discount.

The many other displays were all good and attracted the favorable comments of the crowds. They ranged from the smallest

to the greatest article needed by the creameryman, dairyman or poultry raiser. The illumination of the displays at night was excellent, and the exhibitors are strong in their praise of the management of the show for the excellent manner in which they have been given attention.

One of the other big things which has happened in the produce trade here during the past two weeks has been a meeting of the Chicago Produce Trade and Credit Association, which was held at the Hotel Sherman last week. The feature of main interest at the meeting was the announcement made by Will Wagner, chairman of the committee on moving the produce district to a better location, that no step would be taken in the plan until the end of the war. This is not because it is not possible to do so, explained Mr. Wagner, because all the arrangements have been made, but because the time is not right for such a move. He did tell the assembled produce men that the cost would be between \$4,500,000 and \$6,000,000, probably nearer to the latter mark. He said that the location, while known, would have to be kept a secret a little while longer. It is within six blocks of the city's commercial center and within an hour of the furthest railroad line. However, as all of the railroads will have a connection with the new terminal, through the belt system, this is not a matter of any great importance. Following the lead set several months ago by The Creamery Journal, a good portion of the evening was spent in roasting the municipal market, which has proved such a rank failure. That there ought to be some more effective means of resenting the abuse which has been heaped upon the produce men by the newspapers of the city, in an effort to bulldoze them into advertising, as has been alleged, was also one of the central ideas of the meeting.

The Sanitary Refrigerating Company, an alleged \$60,000 concern which was organized several weeks ago by William Forkell, an ex-circus man and financial adventurer, is in serious straits following a row with creditors which came last week in the offices of the company in the Otis building. The firm had a device for conserving the ice supply which it was claimed was a great success. The proprietors of refrigerating plants could not see it that way, however, and as a result the bills against the company accumulated. Forkell induced several business men of the city to invest money to the extent of about \$2,000. The rest of the capital stock, on paper at least, was owned by Forkell. The creditors have not been able to unearth much of anything and this is the cause of the trouble. Several suits are pending, although as far as is known no actual bankruptcy proceedings have been started.

Oleo manufacturers trembled in their boots last week when Theodore Swanson, a peddler, was arrested by federal authorities for coloring the product and at the same time forgetting to pay the tax of 10c a pound which the government claims. If Swanson tells what manufacturer sold him the coloring matter a fresh indictment or two will follow.

The Iowa Dairy Short Course.

The annual dairy short course begins December 28th and will continue for 10 days. Four separate courses are offered by the dairy department.

I. A 10 days' course in buttermaking.
II. A 10 days' course in ice cream making.

III. A 10 days' course in market milk.
IV. A one week course in farm dairying.

The three first mentioned courses are offered only to men who have had several years' experience in buttermaking, ice cream making or market milk work. A butter-maker will be eligible for the course in ice cream making or market milk and vice versa. The course in farm dairying is outlined primarily for creamery patrons or for such farmers as are making butter or cheese on the farm.

It has been decided by the state butter-makers' association to hold the state butter-makers' convention in connection with this short course at Ames on January 6th and 7th.

A bulletin describing the various courses will soon be available to anyone interested. For further information address the Dairy Department, Iowa State College, Ames, Iowa.—M. Mortensen.

A. A. of C. O. & M.

The American Association of Creamery Owners and Managers held a very enthusiastic, well-attended meeting during the National Dairy Show. The sessions were in charge of M. Seidel, of Michigan.

The executive committee selected consists of the following: Prof. Carl E. Lee, Wisconsin; Geo. E. McDonald, Indiana; W. B. Juergenson, Illinois; J. L. Winters, Ohio; G. J. Gudknecht, Iowa; A. L. Mellett, Kentucky; M. Seidel, Michigan.

Mr. Schlosser, of Indiana, is secretary. On motion it was decided that the executive committee be authorized and instructed to confer and co-operate with the American Association of Creamery Butter Manufacturers with a view of improving the quality of American butter.

W. A. Ross, of Michigan, read an excellent paper on "The Improvement of Butter Quality," which we will publish in full in a later issue. Mr. Ross is known as the "father of quality in Michigan."

State Dairy Association Secretaries.

The organization of State Dairy Association Secretaries met during the National Dairy Show. There was a good representation from several states and the association was perfected. G. H. Brownell, of Michigan, is secretary, and S. A. W. Carver, of California, was temporary chairman. The executive committee is composed of the following: Prof. Erf, Ohio; McGinnes, Nebraska; Brownell, Michigan; Lockwood, Massachusetts; Potts, Oklahoma.

There were interesting discussions regarding the organization, sources of revenue, etc., and plans were made for holding a good convention during next year's show.

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The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

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C. P. Quality stands ready to protect you in your miscellaneous supplies purchases just as it does on any large C. P. apparatus you have ever purchased from us.

You will be agreeably surprised how efficiently we can supply your smallest wants.

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No matter what you need—we have it.

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33 NOV 1914

THE CREAMERY JOURNAL

*The National
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VOL. XXV NO. 20

WATERLOO, IOWA, NOVEMBER 15, 1914

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Fulfills these requirements and further—it is so constructed that the entire process is completed in the one machine. A combined pasteurizer, holder, cooler and mixer.

The advantages of our machine are apparent at a glance. It is an adaptation of the Original Jensen Spiral Coil and has the same features which put the Jensen Cream Ripener and the Perfection Positive Pasteurizer in a class by themselves.

Let us tell you about it in detail and how best to manufacture buttermilk of greatest market value.

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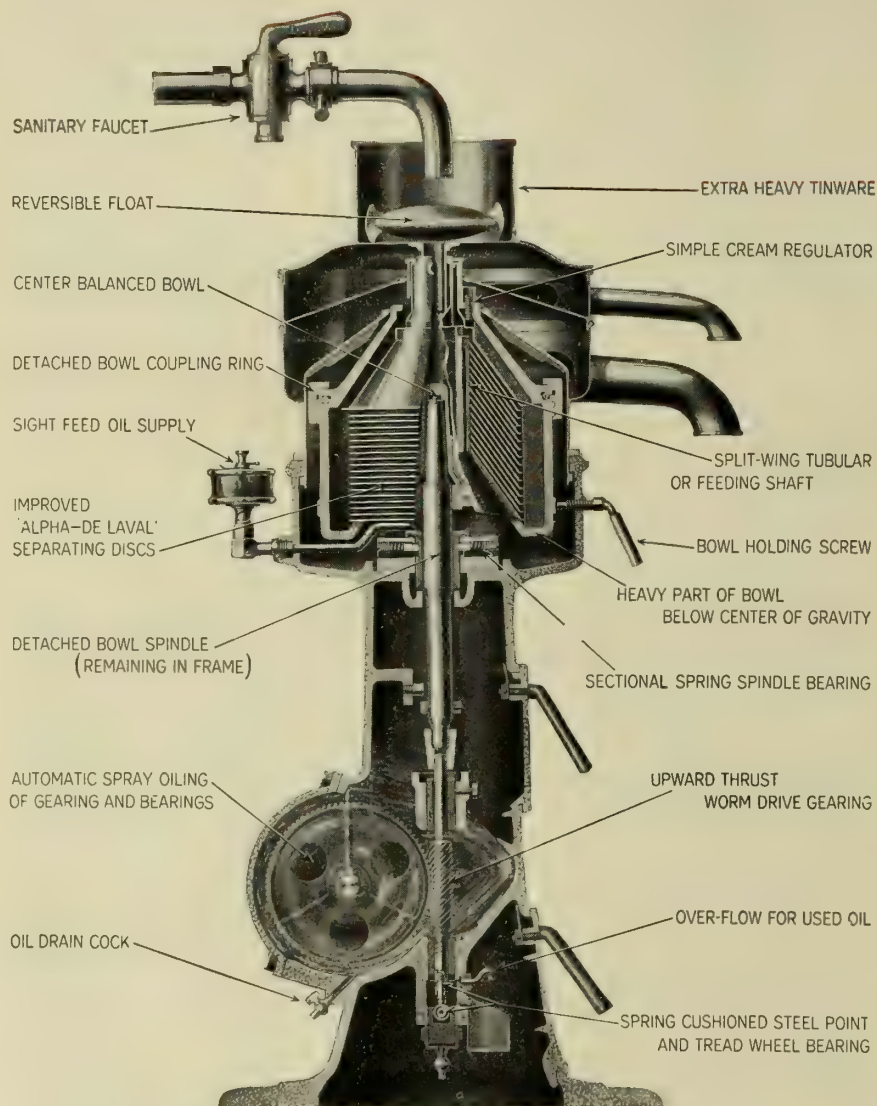
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The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 20

WATERLOO, IOWA, NOVEMBER 15, 1914

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Quality and Its Requirements

F. W. MERRILL, at the Minnesota Convention

There is no problem in dairy and creamery management that is as important and to which as little practical attention has been paid as the question of quality.

Poor quality of product is closing creameries throughout the entire country every month.

Poor quality of product is compelling the milkman to discontinue the business of furnishing milk and the consuming public is made to suffer.

Poor quality of our American product makes it impossible for foreign goods to enter our markets and establish the prices which shall be paid to our American farmers.

Poor quality of dairy products is the one big discouraging feature of the dairy industry and serves to block the wheels of dairy progress everywhere.

I do not care what phase of the dairy industry you investigate, you will discover that the first steps to permanent profit and enduring encouragement are the steps toward quality, whether it be in the dairy stock, the feed given to the stock, the men behind the cows, the creamery or the manufactured article. Quality has always been and always will be the standard by which success can be measured.

In talking to you creamerymen, I can consider the phase from your viewpoint only, or as it concerns you vitally, yet I want you to understand that the quality of the stock used will determine the quality of the raw product furnished you from each individual farm. Did you ever know of a man who could not be induced to improve the quality of his stock to take very much interest in producing a high quality of cream? Is it not true in the majority of cases that the man who is really interested in the dairy industry, who grows suitable crops, who builds a silo, who uses the pure bred sire, who weeds out the poor cows, is the man who furnishes you the best cream?

The word "quality" is the hub of the dairy industry and there is not a single phase of the industry where the element of quality is not an important factor and must be taken into serious consideration. I want, first, to consider the question of quality as affected by the product of the cow. Recent investigation convinces us that such a thing as absolutely sterile milk, fresh from the cow, is practically an impossibility. Not only must we be concerned with infections that get into the milk after it is drawn, but must take into consideration the infections that occur before it is drawn.

We now know that bacteria are found in the milk cistern, having worked their way there through the teat. We also know that various diseases to which dairy cows are subject manifest themselves in the udder

and cause abnormal milk, full of infection from bacteria which cause putrefaction and decomposition to occur in the milk. External disease of the udder and teat, causing suppurative processes, are a source of infection heretofore not generally considered. Furthermore, we know that various feeds affect the milk-giving function in such a way as to give trouble in the products that heretofore have passed unnoticed. It can not be denied that cows suffer from inflammation of the udder at one time or another during lactation and that during this time a large amount of pus and animal matter is thrown down in the milk. I have been told quite recently by several dairymen who maintain large herds that there is hardly ever a day when some member of the herd is not affected with udder trouble in some form or another and that it requires the closest watching to keep the milk from the cows thus affected, from getting into the general supply. Just what effect these contaminations have upon milk has not fully been determined more than that pus, blood and animal tissue are, in the first place, not desirable; and second, that various forms of dangerous bacteria are always associated with them, and have been the cause of serious epidemics in one form or another.

The large amount of putrid, partially decomposed cream, which is so much in evidence in far too many creameries, is convincing proof that somewhere along the line there is a source of infection that should be inquired into, and remedied if there is a remedy to be found.

There are a number of abnormal conditions surrounding the cow today that did not exist 20 years ago, among which may be mentioned the intensive breeding and feeding for milk production; the forcing process through which the cow is put for more profit; continued confinement and lack of exercise; cold, concrete floors upon which cows are forced to stand and to lie, giving rise to all kinds of udder troubles. These are the conditions on the better managed dairy farms; and on the less prosperous ones, the dog, the excitement, lack of care and feed and attention all affect in one way or another the function of producing milk.

Quality as Affected by the Cream Separator.

No one but the creameryman, who makes it a rule to visit his patrons, can fully realize the part played by the cream separator in the securing of good quality. There is no denying the fact that the introduction of the hand separator has practically revolutionized the dairy industry. I think you will agree with me that its value to the dairy industry is inestimable, and has resulted in progress that could not have come

without its use. It is not fair nor reasonable to attach any mistakes for bad cream to its use, but rather to its abuse.

I know of men, not only farmers but travelling salesmen and creamerymen, who look upon it as being a clarifier, a machine one function of which is to remove the dirt. There is a large number of farmers who are not as careful as they should be with the milk, working upon the assumption that the separator will throw the dirt out. This is unfortunate, but is due entirely to ignorance on the part of the user and in many cases to the man who was supposed to know, but unfortunately did not, and when selling the machine has made a talking point of the fact that milk and cream would be improved because the dirt would be removed in the process of separation. The function of the separator is to separate the cream from the milk. The bowl is so constructed and the function of the machine is such, that as soon as centrifugal force is applied, the separation begins, so that the greater part of the cream remains in the center of the bowl and does not partake of the same amount of force as does the milk. The result is that much of the animal matter, dirt and bacteria remain with the cream because there is insufficient force applied to the cream to throw these materials out. The amount of filth and slime is not indicative of the value of the machine as a milk cleanser, but is a sure indicator of the amount of dirt, filth and contamination of the milk.

You would be surprised to know, and yet it is a fact, that hundreds of users of cream separators do not wash them more than two or three times a week; the warm milk left in the machine furnishing ideal conditions for the development of millions of bacteria that interfere seriously with the quality of the cream.

Quality as Affected by Care and Handling of Cream on Farm.

It would be interesting to know just how many patrons cool the cream to a temperature necessary to stop bacterial growth. My investigations during the summer lead me to believe that more than 75 per cent of the patrons of two creameries have never thought of such a thing. There are two reasons for neglect of this one feature in the care of cream. In the first place, the average farmer does not understand why he should, or that there is any advantage to be gained in doing so. In the second place, he does not have the proper facilities for cooling the milk and cream.

I believe there is not much virtue in the water trough or open barrel system, for the reason that the temperature of the water changes several times during the day and each change provides for the growth of

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References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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a new or different bacteria. Realizing this condition, the company with which I am connected have been experimenting this last summer with a special cream tank. Our results are very satisfactory, but our tests have not yet been completed. We designed a tank built of galvanized iron with walls of a three-inch thickness filled with insulating material. The capacity of the tank was such that a 10-gallon can and a shot-gun can could be placed inside. The covers of the tank were provided with ventilators so that the cream can could be uncovered and allow odors of the cream to pass off. The tanks were so constructed that they could be placed between the well and water trough so that all the water used for the stock could pass through. Our experience leads us to conclude that the temperature of the water at morning could be held for 12 hours with a change of from 1 to 2 degrees, and that filling the tank in the morning would be sufficient.

We placed 25 of these tanks with farmers, patrons of the Elgin creamery in North Dakota. They have been using them for three months and by their use we were enabled to get sweet cream from 25 patrons. Previous to their use, out of a patronage of more than 200, only three brought sweet cream. I believe that by providing a can of this kind, or one similar to it, wherein a uniform, cool temperature can be maintained, we will have made a more rapid advance toward a better quality than by any system of paying for quality or grading at the creamery that could be introduced.

Clean Surroundings and Cold Temperatures.

A visit to the patrons will reveal to you some dirty, filthy stables adjoining still dirtier pig pens and chicken coops. You will find some cream separators in the stable, some in the hay mow, some in the granary, some in the machine shed, some in the cellar, and in almost every other un-

thought-of place. You will find cows covered with manure, men milking and separating the milk with the dirtiest clothes and hands imaginable. In fact, you will not find a clean act performed in connection with handling of the milk, and yet we talk grading and paying for quality, when a large amount of the cream used is unfit for use. It appears to me that when we grade at the creamery, or offer a better price for better cream that we are beginning at the middle of the proposition and neglecting the conditions at the farm where quality really begins. We need and must go to the source of the product and teach the advantages and necessity of cleanliness and cold before we attempt to grade. The system of paying for quality will serve as an incentive to the dairyman to apply the principles you have taught him.

To secure quality in cream, the producer must understand the principles of cleanliness and sanitation. I am just as emphatic in this belief as I am in anything in my life: That the thing we need to teach more than all things else is the clean way and the cool way to handle milk and dairy products. I wish I could emphasize this thought more emphatically: That only a clean creameryman is justified in talking cleanliness to the patrons. A slovenly man can not do it because he would not be applying nor believing his own teaching. Please remember that the first step to quality is cleanliness, and it must begin at home.

I have visited a number of times during the past year, one of the best creameries in the northwest, established under conditions that were crude and difficult to overcome. I learned that more than 80 per cent of the patronage of more than 400 furnished sweet cream. "How did you secure such results in so short a time," I naturally asked. "By visiting my patrons and teaching them how to produce it," was the answer. I think I

am safe in saying that John G. Howe's success in building the Bitter Root Valley Creamery lies in this one principle that he visited his patrons and secured their cooperation in producing quality.

Quality as Affected by Means of Transportation.

No one can conscientiously deny that our system of creamery manufacture which requires the shipping of cream long distances under present conditions is wrong. Any one who has seen the cream oozing out of the cans on a warm summer day, or that is at all familiar with the condition of the cream shipped, or that is even hauled long distances, will readily recognize the need of a better system of transportation. During the summer at Elgin we tried a number of times to get the cream to the creamery at a temperature that would not cause it to deteriorate. We found that by wrapping the can in wet burlap and keeping it wet in transit the temperature did not rise more than 5 degrees in 17 miles. We were able to keep the cream in the tank at a temperature of 49 degrees and deliver it to the creamery at a temperature of 54 degrees.

I attended a meeting during the summer in a neighboring state where the advisability of building a large co-operative central plant was under consideration. One of the provisions insisted upon was that the railroad should furnish refrigerator cars in which to haul the cream. Presumably the farmer would haul his cream 20 to 25 miles in an open wagon with can of cream uncovered, yet he would be in favor of compelling the railroad to furnish him an iced car in which to transport the cream from the local station to the central plant. I believe that cream cans can be so wrapped that a cool temperature can be maintained in transit; otherwise the quality of the butter made will, in a large measure, be formed en route. So there must needs be considerable improvement made in the matter of transportation, before any of our plans for better cream can fully materialize.

Quality as Affected by Handling Within the Creamery.

I think it is not necessary for me to discuss the merits of the buttermaker, nor to show up his weaknesses; yet I am sure that even with the best cream, we would not have a good quality of butter in all creameries.

It is surprising to know that there is a large number of creamerymen who do not appreciate the necessity of temperature control. I have visited creameries this summer when the buttermaker would receive cream all day in small quantities and never make a single effort to cool the cream until his vat was full, if it took two days to fill it. At the same time, he complained that the quality of the cream was so poor that it was impossible to make good butter.

The number of men who do not believe in pasteurizing and the use of a good starter is surprisingly large; yet there is no longer any doubt in the minds of leading dairymen that pasteurization is not only a safeguard against uncleanness and disease, but that it improves the quality of the butter, and adds to its uniformity.

I think there is much room for improvement in the workmanship of our butter, and most decidedly there is room for a more uniform product. Buttermakers should cease being a law unto themselves, and be broader in their views and methods and more susceptible to the teachings of men who have become the leaders in all things pertaining to the manufacture of creamery butter.

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but their own statements bear out the contention that if they had not had a very good starter such as it is always (that means every time) possible to make from our Culture, they would have been left behind.

Cream Class.		Whole-milk Class.	
1st—Oscar Aase, Kenyon; score.....	96½	1st—Emil Oman, Delano.....	96
2d—Emil Schudeiske, Carlos; score.....	95¼	2d—J. A. Peterson, Chisago City.....	95½

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Quality as Affected by Insufficient Quantity.

One of the greatest drawbacks to the securing of good quality in many creameries is insufficient quantity of raw material. This condition prevails in all of the newer sections of country, and it is only natural with the man just beginning in the industry. It is one of the problems for which there is no apparent remedy. The farmer has only a few cows, they are of inferior grade, and do not produce an amount of cream which would justify his going to the creamery oftener than two or three times a month. His cream is invariably poor and when we consider that several of his neighbors and other patrons of the creamery are in the same position, we may readily conclude that there is quite a quantity of cream that would not grade very high.

The best remedy, of course, is more cows and more cream. Another solution, in some sections, may be in the cream route, with a wagon gathering the cream three or four times a week. This latter plan is in vogue in the Bitter Root Valley, Montana, and is in a measure responsible for the 80 per cent of good cream delivered to the creamery.

Quality as Affected by Market Conditions.

At a meeting held recently in Chicago a dairy and food commissioner made this remark, "Because there is a market for poor cream is no reason why the farmer should produce it." If I am not badly mistaken the sole reason for there being so much poor cream, is that there is such a good market for it. As long as poor cream is bought, just so long will poor cream be produced. There is no getting around this fact; and just so long as men, whose sole interest is in the dollar, and not in the in-

dustry which produces the dollar, continue to encourage the producer of poor cream by paying the same price as is paid for good cream, just so long will this question of quality confront us.

What are we going to do about it? I am going to state the situation as briefly as I can, and present for further discussion and modification a plan which I believe is entirely feasible.

We are using in this country in the manufacture of our butter, a quality of cream that results in our butter being of inferior grade, putrid, rancid, of bad flavor and in many instances not fit to eat. We are paying a price for such cream which is unjustified, unbusinesslike, and destructive of sane and safe dairy development, and thereby encourage the dairy farmer to continue producing this kind of cream. The creamerymen are entirely responsible because their continual purchase lends encouragement.

The farmer produces poor cream:

1st. Because he does not realize the importance of keeping his milk and cream clean and cold and preventing it from souring.

2d. Because he has no facilities for cooling his cream and keeping it cool.

3d. Because he has been trained and educated by the buyers of it to produce bad cream and has naturally concluded that the quality of the cream does not in any way modify the quality of the butter, and even goes so far as to believe that it tests higher if it is old and sour.

Creamerymen have even gone so far as to compete for it, their agents have scoured the country to bid for it, cream stations have been placed in small communities in numbers to secure it, in many instances, at

any cost. Neutralizers of many kinds with many names have been used to sweeten it to bolster it up, to prevent its odors from ascending to high heaven, and to hold in check its decomposing, putrifying, disease producing bacteria until it could be manufactured into butter and sold to the unsuspecting public. And on top of all this, experts have testified in court in favor of bad cream and the method used to hide its defects. It has been used as a weapon to put local creameries out of business, and even to draw away the support and patronage of larger ones.

In summary the production and utilization of bad cream has retarded the dairy development of this country. It has caused our markets to be thrown open to foreign competition, so that during the past year the butter of 17 foreign countries has invaded our country, and had not dire calamities befallen all Europe, the outlook of American butter interests would have been far different to what it is today. It is responsible for American butter being in competition with butterine and oleomargarine, and it is, in a large measure, responsible for the lack of confidence of American consumers for American butter.

During the National Dairy Show the organization of North Western Dairy officials was given another name, that of Dairy Officials' Conference, and more territory was included. The aim of the new organization is to meet in conference and discuss problems and devise plans that will be beneficial to the dairy interests generally. At that meeting I made the motion that a conference be called in the very near future at some convenient place to confer on the matter of grading cream. The motion was seconded and carried and in a short time

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References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

the president, Prof. C. Larson, of South Dakota, will call this conference together, and all dairy officials interested will meet, not to discuss whether or not something ought to be done, but to say definitely and conclusively what shall be done.

I believe that we must adopt two methods as a means of securing quality in dairy products, and in this instance I refer particularly to cream.

Education.

(a) Instruction—We must not begin at any other place than the source, if we expect to get results. The farmer and his cow is vitally concerned in this matter and whether we grade and pay according to quality or not, the farmer must be educated along lines of sanitation and cleanliness. Teach him about clean and healthy cows, clean, well lighted, ventilated and comfortable stables, clean, wholesome and nutritious cow feed, clean and sanitary milk utensils, and then about bacteria and their enemies.

Don't expect him to get this education by reading, but by being told and being shown. You may disagree with this statement, but I believe that every creamery manager should visit his patrons and teach them correct principles and devise ways and means to carry them out. If he can not do it, he is in the wrong kind of a creamery, and is in the wrong kind of an occupation.

So the first proposition is a local one and its solution is dependent entirely upon the ingenuity of the creameryman and the receptiveness of the dairy farmer.

(b) Co-operation—Co-operation is only another way of expressing a higher form of education, because it is only the working out of intricate problems with several minds, acting in unison, rather than several minds working individually.

In the first place, there must be co-operation in purpose. If grading is to be successful, it must be universal, and all creamerymen, or a big majority of them, must grade. The centralized creamery and the local creamery must come together on a quality basis, and agree upon a grade and live up to the agreement. There must not be a discrimination in prices unless that dis-

crimination is based upon the quality of the material purchased.

(c) Publicity—Wide publicity must be given to the plan of grading cream. The object of grading, the probable results, and all items of interest and importance must be placed before the public, especially the farmers producing the material, and the consumers who purchase it. Still wider publicity should be given to the man or men who are not willing to fall in line and assure the consuming public of a cleaner, safer dairy product.

The press, the picture slide, the personal letter, the public platform, the various club organizations and all other factors should be utilized to the fullest extent in carrying forward an educational campaign of quality in dairy products, and exposing the fraudulent means of hindering qualities progress.

Legislation—An unfortunate thing in all legislation pertaining to the dairy interests is that it lacks uniformity. A law effective in one state is not effective in another, not only that, but the laws are not always enforced, and their enforcement made so emphatic as to impress the breaker of the law with its full meaning.

I believe we must have a law which will prevent a farmer offering bad cream for sale unless it is so labeled, and preventing a creamery from buying it and manufacturing it into butter unless the butter is so labeled.

I believe we should have a law which will prevent one man from buying cream which has been condemned by another.

I believe we should have a law preventing cream refused in one state being shipped and sold in another.

I believe we should have a law preventing the use of adulterants or preservatives, or neutralizers to bolster up bad cream.

I believe that the matter of dealing in bad cream, as a means of closing small local creameries by larger central ones should be investigated, and the competition waged be one on a quality basis. If laws governing this matter could be enforced then they should be placed on the statutes and the manufacture of dairy products be carried on legitimately and honestly.

As a result of the five outbreaks in this country, and other disastrous epidemics of the disease in Europe and Great Britain, veterinary authorities of the United States are agreed that the only method of combating the disease is to stop all movement of stock and material which have been subjected to any danger of infection, and to kill off without delay all herds in which the disease has gained any foothold. This enables the authorities to eradicate affected herds and to isolate and hold under observation all suspected herds.

For these reasons, the Department of Agriculture has already quarantined 10 states for the foot and mouth disease. The federal quarantine prevents all interstate movement of stock and materials likely to carry the infection. At the same time, the state authorities are imposing local quarantines which prevent the passage of animals from farms or localities known to be infected to other localities in the same state in which the disease has not appeared. Each infected herd, as rapidly as the disease is discovered, is killed and the dead animals buried in a covering of lime. The skins of the animals are slashed so as to permit the rapid action of the lime.

The owner of the slaughtered animals is reimbursed on basis of the appraised value of the herd, the appraiser being appointed by the state. The expense of the whole process of condemnation and disinfection is divided equally between the federal and state governments.

Until the entire premises have been thoroughly disinfected and all danger of spreading the disease removed, the farm is quarantined by the local authorities in the same way in which it would be for a contagious human disease. This local quarantine prevents the visit of individuals or the transfer of any produce or animals from the farm to other farms. In some cases, because human beings can carry the disease to other herds, the state authorities have prevented children on infected farms from attending school. In other cases, as in Illinois and Ohio, the state authorities have closed the stockyards until they can be cleaned and disinfected.

The first effort of the department is to discover and segregate all animals sick with the disease or that have been exposed. To this end, the federal and state inspectors are now tracing up, through bills of lading and railroad records, all shipments of live cattle which have been made during the last 60 days out of any of the infected or suspected districts. The herds of animals so shipped are located and immediately examined by veterinarians. In this way the presence of foot and mouth disease has been discovered in various places in the present wide area now under federal quarantine, which includes Massachusetts, New York, Ohio, Pennsylvania, Indiana, Illinois, Maryland, Michigan, Wisconsin, and Iowa. Similarly, the numbers of all cars in which animals have been transported from these districts have been obtained, and these are being located and thoroughly cleaned and disinfected.

Following the imposition of a general federal quarantine, and the killing of actually infected herds, comes a farm-to-farm inspection of the entire quarantined area. Later, when it becomes clear that the disease has been localized, it will be possible for the federal and state authorities to free from quarantine all but the actually infected counties or districts and allow the uninfected territories to resume interstate shipments of stock.

History of Present Outbreak.

The present outbreak first appeared in southern Michigan. How it was introduced

Fight Against Foot and Mouth Disease

STATEMENT FROM THE SECRETARY OF AGRICULTURE

The secretary of agriculture has issued the following statement regarding the quarantine for foot and mouth disease:

The present outbreak of the foot and mouth disease, which is one of the most contagious and destructive diseases of cattle, swine and sheep, exceeds in area affected any of the five previous outbreaks in this country. Unless the infection can be immediately localized and quickly eradicated, it threatens untold losses among live stock.

So contagious is the disease that in past outbreaks where but one animal in a herd was infected, the entire herd in almost all cases later contracted the sickness. While the mortality is not high the effects of the

disease even on animals that recover are such as to make them practically useless. They lose flesh rapidly; in the case of cows, the milk dries up or is made dangerous for human consumption; in the case of breeding animals, the animal once infected becomes valueless for breeding, as it may continue to be a constant carrier of contagion.

It is possible to cure the external symptoms, but during the process of attempting to cure one sick animal the chances are that hundreds of others may be infected. The treatment or killing of a single animal in a herd was tried in an outbreak and did not prove effective, for the reason that the remainder of the herd soon became affected and had to be killed.

there is not known. Shipments of diseased hogs from this place which passed to Chicago are believed to be responsible for the infection of the pens in the Union Stockyards. Once the yards became infected there was danger that every shipment of live stock through Chicago to other parts of the country might pick up the germs of the disease and spread the contagion. These shipments, composed largely of feeders and stockers, were sent to farms for fattening and did not remain in Chicago long enough for the disease to show itself in external symptoms. Some of the cattle, carrying the contagion, after shipment develop external lesions and this accounts for the outbreak of the disease in states as far apart as Iowa and Massachusetts. For this reason a large force of federal inspectors is now running down every shipment and examining the animals or herds at their place of delivery.

At present the chief danger lies in the possibility of there being concealed sources of infection. Every effort is being made by state and federal authorities, not only to trace suspicious shipments, but to convince farmers of the seriousness of the disease and the extreme ease with which it is communicated, and to urge upon them to report at once to state or federal authorities all suspicious cases of sore mouths or lameness.

Washington Dealers Fined.

A number of small fines have been imposed on individuals in Washington, D. C., for offering for sale a quantity of so called butter which was adulterated and misbranded. These cases are noted in recent notices of judgment of the United States Department of Agriculture. The penalty in each case was imposed, not because oleomargarine (an imitation butter) was offered for sale, but because it was substituted in whole or in part for butter and offered for sale as butter.

The following individuals, or pairs of individuals, have been fined \$10 each for selling, or offering for sale, adulterated and misbranded butter: John Nacos, Charles G. Georgian, William M. Burt, Wesley L. Sadler, Thomas Stathes, Charles B. Simmons, Roy B. Snauffer, George Zagors, Hugh Hanger, Samuel Augenstein, Charles H., Fred and Bert H. Brockway, George D. Lefas, William Assimack and George Lambros, and George Wen.

Small fines have also been imposed on shippers of adulterated milk and cream. John Foscatto and Victor Facchina, of Franconia, Va., were fined \$20 for the shipment from Virginia into the District of Columbia of milk which had been adulterated by the addition of water. Benjamin F. Zimmerman, of Adamstown, Md., was fined \$15 for shipping a similar adulterated product from Maryland into the District of Columbia.

David M. Pitts, of Manassas, Va., has been fined \$10 for the shipment from Virginia into the District of Columbia of quantities of cream which was adulterated. The butter-fat, a valuable constituent of cream, was left out and abstracted in whole or in part. John W. Humm, of Frederick, Md., was fined \$10 for the shipment of a similar product from Maryland into the District of Columbia. J. Hickman Ganley, of Boyds, Md., was fined \$5 for the same reason.

Announcement is made that the Pioneer Creamery Company is going to move its plant from Camp Point, Ill., to Quincy. The present capacity is 4,000 pounds of butter per day. The company also operates a creamery at Galesburg and Bushnell.

150,000 Pounds of Milk

has run through the piping system of a large condensery in southern Wisconsin *every* day, yet they have not had to take their pipes apart and scrape or clean them once during the last 45 days.

Daily inspection of the pipes showed that there was *nothing* left in the pipes to clean out.

How do they do it?

Easiest thing in the world.

When B-K is used to flush pipes, vats, separators and pasteurizers before and after the run, milk solids cannot stick to or coat the metal.



KEEPS PIPES CLEAN

and saves you the time and trouble of scraping and cleaning them.

This is only one of the many ways in which B-K saves time and labor, and helps you to make better butter by keeping everything free from bacterial contamination and bad odors.

Send for Bulletin 89 and Free Sample
with full directions for the use of B-K. Prove to yourself what we claim for it.

Read What the Iowa Prize-winner Says

Oelwein, Iowa, Oct. 24, 1914.
General Purification Co.,
Madison, Wis.

Gentlemen: In regard to B-K as a germ killer and destroyer of odors, I do not believe there is anything its equal on the market. There are many places in a creamery where we have to use some kind of a purifier and deodorant and for this purpose I do not believe there is anything better than B-K.

I must say B-K is a great help in making a high grade butter. Yours respectfully,
THOS. SADLER.

Send This Coupon

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Gentlemen:

Please send me free sample of B-K and full directions for use in keeping milk pipes free from milk coating and for destroying of bacteria and odors in the creamery.

I make.....pounds of butter daily.

I make.....pounds of cheese daily.

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General Purification Co., Madison, Wis.

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Ask The Creamery Journal.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

It is getting near to the time of year for the assistants in the creameries, as well as many others, to figure on attending their own state dairy school or that of some other state. I think the time is past when any one with good sense and judgment will argue that it does no good to attend these schools or short courses. It certainly does do good in many ways and nowadays one is handicapped if he has not been in attendance at one or more of these courses. I know fellows who, before coming to the dairy school short course, carried the idea that it did not amount to much and really came to the Minnesota school just to prove to themselves that there was nothing to it, and after being there a while I have heard them say that they were surprised at the good work done. They were finding out that there was a lot for them to learn and they went away boosting for the school.

Now it is not altogether what one learns in the regular class work and lectures that makes it worth while (although that alone is worth much) but I believe where 100 or more buttermakers of any state assemble together in these courses this very getting together and the discussions that are bound to come up amongst the boys out of class and when a few are gathered together where each is telling his experience, are bound to do all a lot of good. Take Iowa for instance. The Buttermakers' Discussion Club, which as apart from the regular short course, meets every night to have talks and discussions. The boys get a great deal of fine advice and information at these meetings and I think it would be well where the school is so situated that this plan can be carried out, that it be done. It would be a hard proposition in Minnesota as the most of the boys go to one or the other of the Twin Cities to board, thus making it hard to get back for an evening meeting, but at Ames it surely works out fine and much good is accomplished by it.

Who should attend these schools? Here I think the Iowa plan is a good one where in the young fellows and helpers who have had a season or two of experience are urged to take the one-year course and the older buttermakers and creamery managers are urged to attend the two weeks' short course which gives them a chance to cover the field in a way that will be more satisfactory to the more experienced men. The one-year course gives the others time to go into the details of the work and they will get much more good from that method.

It makes it fine for these young fellows to enter in the fall, thus getting in six months' work before the rush of creamery work is on. It gives the professors a chance to see what they are good for, and when the calls come in for helpers and assistants in creamery and ice cream work they can place these boys to the best advantage according to the ability they have shown. This gives them a chance to show

what they can do. Then if they make good during the summer, they can come back in the fall and finish their one-year course and be ready to take whatever shows up the next summer.

If they make a failure of their work when out the first season and show that they are not fitted for the work and give no assurance that they ever will be, the professor can tell them so and save them wasting any more time along that line.

There are new things popping up all the time in the creamery business and unless the fellows get out and mingle together they are apt to become back numbers and not even know it. There are a whole lot of things that most every good buttermaker and creameryman knows, which he has learned by hard experience, but which others would never know unless it was for these schools where they get together. They will tell their experiences informally at these times when it would be impossible to get it out of them at any other time.

I noticed at Minnesota nearly every year some helpers who had had but a very short apprenticeship in the creamery would come to the school and I have always noticed that these did not get very much good from the course. They should have had a full year's work in a creamery and then after the course, rather than be in a hurry to take full charge of a creamery, it would be better to go to another good up-to-date creamery where they have a first class buttermaker at the head. Pick out, if possible, a buttermaker who would be willing to answer questions and help you, then at the end of that year you should be able to take a creamery if you ever would be ready at all.

There has generally been such a shortage of good men that it was easy for the young fellows even with a little experience, except what they got at the dairy school, to get a position and I think this has been a hardship on many a creamery for the training of these fellows is often quite expensive. I know from experience that it costs about so much for a fellow to get in good shape to properly operate a plant and if he does not stand for the expense of getting this experience himself in working as assistant till he is proficient, then the creamery he is working for will have to pay the costs in many little ways where his insufficient training causes him to fall short of getting best results. The sad thing about this is that so many, even those who do know better, are not doing all they might to get results.

Times are different than they used to be and let me tell you that if you are going to take up the creamery business as a business then get all the training you can by attending the one, two, three or four-year dairy courses according to the size of your pocketbook and then the short courses as often as possible.

N. P. B. & E. A. Growth.

We are much pleased to inform you of having added to our list of membership at the last convention the following, which you will note represents 13 different states. With the four provinces of Canada (each of which is well represented), we now have a representation in a total of 30 states, to which we expect to add at least five during this month.

From this you will note our rapid expansion and the universal interest thus manifested of our national importance. Demands are made upon us to further enhance our efficiency that legislative and traffic matters may be satisfactorily handled.

List of New Members.

C. G. Hilderley (Exporter Butter and Eggs), Tampa, Fla.
W. N. Bridges (Poultry, Butter and Eggs), Louisville, Ill.
Union Insul. Co., 1613 Great Northern Bldg., Chicago, Ill.
H. C. Morin & Co. (Eggs), 223 W. South Water street, Chicago, Ill.
Dixon Cereal & Feed Co., Dixon, Ill.
Holstein Com. Co., 208 N. 5th Ave., Chicago, Ill.
A. B. Stahl (Produce), Oakland City, Ind.
American Dairy Co., 35 S. Delaware street, Indianapolis, Ind.
Sherman White & Co. (C. S. Poultry and Eggs), Ft. Wayne, Ind.
Burlington Produce Co., Burlington, Iowa.
Independence Produce Co., Independence, Iowa.
F. Smith & Son (Feeding Batteries), Clinton, Iowa.
Bert L. Monesmith (Poultry & Eggs), Cresco, Iowa.
Bolton & Hicks (Commission), Boston, Mass.
J. R. Poole (Commission Broker), Boston, Mass.
Griffin, Thomas, Paine Co. (Commission), Boston, Mass.
James Court & Son (Wholesale P. B. & E.), Marshall, Mich.
Johnson Produce Co., Cokato, Minn.
John Beeles (D. A., C. B. & Q. R. R.), St. Paul, Minn.
Milkoline Mfg. Co., Kansas City, Mo.
Henningsen Produce Co. (Wholesale P. B. & E.), Butte, Mont.
A. R. Heisey (Commission P. B. & E.), Philadelphia, Pa.
Samuel S. Daniels (Secy. Produce Exchange), Philadelphia, Pa.
R. S. Hill (Poultry, Butter and Eggs), Lebanon, Tenn.
Wm. Barker (Poultry, Butter and Eggs), Columbia, Tenn.
Chas. S. Guillen (Poultry, Butter and Eggs), Austin, Texas.
Excelsior Wrapping Co., Sheboygan, Wis.
Northwestern Egg & Poultry Co., Eau Claire, Wis.

The above have properly qualified and merit your co-operation.—W. F. Bennett, Business Manager, 192 N. Clark street, Chicago.

Aitkin county, Minnesota, creameries, four in number, made over 300,000 pounds of butter in 1913. During the year the patrons of the four institutions were paid \$73,310.27 for butter-fat, at an average price of 29.09c per pound. There was a gain of 7,000 pounds of butter over 1912, and 107,000 pounds over 1911. In 1911 the creamery paid more than \$39,000 to creamery patrons, and in 1913, \$34,000 more, which is close to doubling in two years the money received into the community from one industrial source. Butter-fat in the three years has increased in price from 24.50c per pound to 29.09c.

"I have been a reader of The Creamery Journal for years and my success in creamery work has been largely due to the helpful facts found in its pages," writes Wm. F. Stubbs, of Ft. Worth, Texas. Mr. Stubbs made the butter entered by the Nissley Creamery Company, that won the highest state score at the Texas State Fair.

The Central Illinois Creamery Company, of Hillsboro, Ill., have purchased a site and will erect a new two-story brick building 40 by 66 feet. The equipment will be thoroughly modern.

THE MARKETS

NEW YORK.

Quotations for Fine Fresh Goods Unexpectedly High—Receipts of This Grade Scarce.

[By the Creamery Journal Staff Correspondent.]

Fine fresh butter has advanced beyond the point where many predicted the market would go two weeks ago and there is no indication now pointing to any immediate reaction, unless the high prices have so materially curtailed consumption that a reaction will soon occur. Undoubtedly trading will be affected in a retail way because when extras get as high as 36c for the best, it means high-priced butter over the retail counter. Not only is fine butter high but all of the other grades have been effected by the general advance, which has shown a 2c increase in values during the past week. The rise has been essentially due to lighter receipts which are considerably behind those of a year ago. The weather has been warm and pleasant throughout the west and farmers have kept their cows in the pastures longer than common. Such a condition always results in a poor and light make. If the cows had been housed two weeks ago and put on to regular rations a better flow of milk would have resulted and high quality butter would be more common as is always the case but even more so this year than common.

High quality stock is in extremely light supply and the regular trade of receivers is so good that most of this butter is spoken for before arrival. Price is hardly a matter of consideration. Receivers believe that the present stringency will keep up for at least another week until some of the creameries begin sending a larger portion of fine butter. There is no telling where the fresh market would have gone had it not been that the situation was relieved to some extent by the use of held butter. While still warm it has been cooler than formerly so that weather is more favorable for the movement of held butter and quite a large number of cutters have switched to held as the high price of fresh has offered an inducement for the use of storage. Last week's receipts, which were 33,307 packages, are even larger than figures indicate as the portion of the receipts were made up of cold storage stock shipped in from interior freezers. The actual fresh receipts show that production is at its low point.

The high position of the market has prevented any interest in the foreign situation as the American market is in unfavorable condition through export and the country has made the movement of butter this way uncertain.

Already the jobbers are beginning to report a lighter trade as the result of the high prices. Retailers have been gradually advancing their markets to keep them in line with the other paying prices and this will soon be apparent all over the city. Trading even at best in a retail way has not been good all fall owing to the large number out of employment in the large eastern cities. The high prices will also cause a free use of oleo, particularly as the weather is cool and oleo can be marketed now to advantage. Owners of held butter are offered the opportunity of marketing their stock and most of them are doing all they can to keep a steady movement in held butter. The difference between the price of held and fresh is offering enough inducement for cutters to keep using held and sales of held are quite free now at 32½c for the best average lines with a premium of 1c for something exceptionally fine.

Process in line with creamery butter has advanced but the rise has not been so marked. The better prices are the result of an improved outlet and also due to advances at points of production. The movement in process is confined to extras and firsts and seconds are dragging and have been all fall. There is a good demand for ladles and the outlet is more rosy now than it was a few days ago. The packing stock market shows light receipts and offerings are of a miscellaneous sort. No. 1 lines are in good demand while held is in light supply and the market fairly firm.

CHICAGO.

Latest News Happenings—Market Strong—Prospects For Still Higher Level.

[By the Creamery Journal Staff Correspondent.]

The produce trade here has quieted down a little after the close of the convention period, which was in every sense the greatest which has ever been held here. True, the National Dairy Show came to a sudden end owing to the discovery of the dreaded hoof and mouth disease in the Union Stock Yards, but fortunately the greater part of the show was over by the time this happened.

Two topics which will be mentioned by any produce man here before you have talked with him long are the attempt to license all commission merchants, which is now hanging fire in the city council, and the manner in which the hoof and mouth disease is affecting the butter and milk trade. These are both matters of the greatest import, not so much for their present influence on the trade, as for the effect which they may have if they triumph over the forces which are opposing them. One is the spiteful and diabolic attempt of a small set of men to injure the produce trade; the other is an unfortunate happening which is nobody's fault in particular.

It is now practically certain that the new produce district which has been planned for so long will be located at South Ashland avenue and the south branch of the Chicago river. The truth became known this week when Will Wagner, chairman of the committee in charge of the enterprise, was forced to make some move which put the facts in the case into the public records, where they were discovered by the writer. Investigation unearthed the fact that this is indeed the location which has been selected, for while Chairman Wagner would not make the admission, neither would he deny the fact, and then there are the records, which are never wrong. It was not thought that the location which has been selected would be the one chosen. Even the writer, who is in close touch with the situation, did not see how the district could be located anywhere else but Wells street and the Chicago river or the Chicago river and Lake Michigan, on the new ground which has been created by the fill. The location chosen is at least three miles from either of these two, in a southern direction, or as a sailor would say, "south by west." It is about two and a half miles from the business district of the city. The fact that the location has become known does not mean that any special impetus will be given to the moving, which as reported in the last issue of the paper, will not be attempted until the close of the war gives more auspicious conditions.

The selection of the new location shows an admirable foresight on the part of the moving committee, and will be opposed by few members of the trade. While at first it might seem that the spot chosen is a

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We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

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References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

little too far out for convenience, a second thought will show that in reality it is within easy distance of the loop by wagon and at the same time much nearer to the southern portion of the city, which is growing most rapidly at present, and bids fair to double the population of the north side in a few years. What is more to the point, it has perfect connection with all the railroads entering the city from every direction. Chairman Wagner showed some dismay when informed by the writer where the produce district is to be located. He has considered that this was his one great secret for many months, and he has refused to discuss the matter owing to the fact that he feared the manipulations of real estate sharks who have pestered produce men for so many years.

In connection with the announcement of the new location of the district a certain real estate paper of this city printed an article which is truly amusing to the writer, and to all of the produce men to whom he showed the same. It declared that as soon as the produce men were out of South Water street the region would be disinfected and all of the buildings purchased by the city and torn down with the idea in mind of establishing a municipal park. That this will ever take place is many miles beyond the range of probability. The buildings may be torn down, from time to time and larger ones put in their places, but a public park will not be established, that much is certain. In the first place, the real estate value of the location is too great. The plot of making a park by the banks of the beautiful, blue, crystal-waved Chicago river must have been hatched in a great mind, too great to be dubbing along on a real estate paper. But best of all, popular opinion and the tax payers would never consent to another municipal park, at least in the downtown section, at a cost of \$5,000,000, part of which would be necessary to purchase the buildings and part of which would be used to make improvements for the new park. A further reason why the buildings in South Water street will not be displaced by a public park is that it has been proved to the satisfaction of all deep thinking people here that municipal parks are a failure, especially when they are so far removed from the residence section of the city that the people who pay for them get little enjoyment or benefit. They become a roosting place for "bums" and other unfortunates who would be better off if they were forced to seek the aid of the public charities. Therefore it may be concluded right here and now that the prediction of the real estate writer is the pipe dream of a fevered consciousness, seeking to announce something new under the sun.

The writer said in the opening of this news letter that one of the main topics of discussion in the produce district was the hoof and mouth disease. Thus far there has been little real trouble, as the source of butter supply in Chicago is more largely from the west and northwest, where the disease has not become severe as yet. With the spread of the plague into more than half the counties in Illinois, however, the situation from the viewpoint of the butter-

man has become more alarming. It is hard to tell what action the federal authorities may take in their efforts to check the disease before it reaches the western cattle ranges, where the chance for havoc is beyond comprehension to anyone who has never seen with his eyes the vast expanses and the thousands of grazing steers in that section. The local milk trade has already felt the effect of the plague, and numerous shipments from the infected regions have been turned back during the past few days. In the opinion of the local commission men, however, it is not probable that such action will be taken with butter. The chance for transmitting the disease through milk which has been pasteurized is most slight, as the germs do not resist the heat well, and the risk through butter hardly exists at all. Fortunately the federal officials are much more concerned with checking the disease among the cattle than they are with keeping it away from the people. They are not inhuman in this attitude, for they know that man's powers of resistance in this disease are too strong to enable the epidemic to get anything like a firm hold on the population of the country. Travelers for local produce houses who returned from trips through Indiana and Michigan to inspect the turkey supply reported that the farmers and shippers would talk about little else but the disease. Many of them have had it brought very close home to them by the loss of some of their best herds.

The new executive committee of the National Poultry, Butter and Egg Association, which was elected at the recent convention, held its first meeting this week. A number of topics were up for discussion, but one of the most importance was the next meeting place. New York City was suggested and seemed to find favor with a large number of those present. Others thought that the distance was too great. They stood out for the shippers, whom they said should not be forced to make such long trips. One of the good cities in the west or northwest ought to be the place they said. The debate became so warm that it was at last decided to send a post card out to each member, asking him to vote for a meeting place. The city which seems the popular choice will then be selected by the committee. New York is making a strenuous effort to get the convention, however, and it is a little more than probable that this will be the city chosen in the end. The fares from Chicago to New York have become exceedingly low, owing to the brisk railroad competition, and fast trains make the trip in record time. Western shippers could come to Chicago and take a flyer from this point, so as to lose no time.

The report of the associated warehouses, which includes 47 of the largest in the country, with the exception of the packers, was out early this week, covering the month of October. It caused less interest than usual to those members of the trade here who saw the figures. Butter to the extent of 54,478,000 pounds is in storage, according to the report. Last year 62,533,000 were in storage at this time. This decrease is about what was figured by the commission men

here. It goes to show that the butter market is a long ways from being weak, and that the prospects for a still stronger market this winter are good.

Receipts are growing smaller all the time, and higher prices in the immediate future will be paid on fresh goods, that much is certain. The movement of storage butter is fine and meets with the greatest satisfaction from the heavy holders. They are pleased, too, because they are aware that as long as fresh continues to advance in price and fall off in receipts they are likely to have a still better demand for their butter, with a higher price. In fact, conditions in storage butter are fully twice as good this fall as they were last. If the reader will consult the back copies of The Creamery Journal for the middle of last summer he will see that in the Chicago news letter the writer forecast these conditions exactly as they have turned out. He added together the opinions of a number of the leading dealers in butter in this market, most of them past the prime of life, and was able to arrive at a conclusion by taking the average of their views. It is a source of great personal satisfaction to the writer, as it ought to be to the shippers who have been influenced in gauging their shipments by the news which appears in these columns.

That the municipal market proposition is only playing possum, and is not dead, as claimed, is the statement which was made to a produce man one day last week by a member of the municipal markets commission. The failure of the first attempt, he said, did not mean that the effort would be abandoned. It was due to the location and lack of interest on the part of the farmers that the first experiment failed, according to him. When the experienced commission man tried to show him how it was that a municipal market could never be a great success he began to bluster, and at last drowned out the well balanced argument of the quiet mannered commission man. Just as soon as the city finds another good location, said this man, a second effort would be made.

After a stormy session continuing more than two hours the judiciary committee of the Chicago City council decided by a vote of 10 to three to pigeon-hole the proposed ordinance calling for the licensing of all commission firms in the city and the placing of the business under the local health department. The action of the judiciary committee means that the measure will probably never be heard from again.

John B. Mitchell, president of the Chicago Butter and Egg Board, led the debate in the committee room for the produce men, and deserves much credit for the great fight which he made in the interest of the trade against the odious measure. Others were present, including certain members of the municipal markets commission, who drafted the ordinance. Mr. Mitchell, however, did most of the talking.

"The entire produce trade of this city excommunicates this measure," declared Mr. Mitchell, "and we shall oppose its enactment to the last ditch, even if it is passed up to the city council by this honorable committee. We are opposed to the ordinance first of all because it is a reflection on us as an honest class of men, and we could never retain our self respect if we are forced to operate under restrictions. Furthermore, to license the produce trade would be to give every dishonest rascal in the city a chance to yell out to the shippers that he is all right, since he is licensed by the City of Chicago. It would place him on the same plane with the man who has spent years in building up a reputation for

honest and fair dealing with shippers. Placing the entire business at the mercy of the Chicago department of health is also an injustice to us, and I say this with all due respect to the present head of the health department. Sooner or later municipal politics and graft of all sorts would enter, and the produce trade would be demoralized. The best men would leave the business and seek a living in some other less persecuted line."

The debates became most bitter at times, and on several occasions the rival factions were near blows.

BOSTON.

Market Continues to Strengthen—High Scoring Fresh Receipts Very Scarce.

[By the Creamery Journal Staff Correspondent.]

The butter market is gradually working into a stronger position, under the influence of a shrinkage in receipts, and the high prices quoted at other places. The volume of trade increases very slowly, and buyers resist the advances asked, being satisfied with a little lower grade rather than follow the rising tendency.

Storage stock is coming more and more into use, and seems to satisfy a large portion of the consumers. The proportion of high scoring creamery in the fresh receipts is quite small, and what comes here is kept by receivers for special customers. Distributors say that the mass of the people are forced to economize owing to the slackness of employment, and are getting along with comparatively little butter.

Sales of fresh extra creamery during the past two weeks have been at $31\frac{1}{2}$ @ $32c$, with a few fancy lots at the close at $32\frac{1}{2}$ @ $33c$, but for the bulk of the butter passing between dealers in a regular wholesale way $32c$ is a full selling price. This looks like a low price for extra creamery, compared with the prices quoted at New York but it is the best we can do. There is no large trade here for fancy butter. Of course some dealers are getting special makes for which extreme prices are paid, but they do not come within the scope of our report. A large portion of the butter going into consumption through distributors' hands ranges from 28 @ $32c$, and this takes in good firsts and ordinary extras. There are some low and medium grades selling at from 25 @ $27c$, but little fit for table use goes below $27c$.

Boston has a good stock of storage butter which is now used instead of fresh make. Sales of the best in a wholesale way are now being made at $31\frac{1}{2}$ @ $32c$, and at the latter price the quality is good enough for anybody to eat. Holders are getting anxious to reduce their warehouse stocks, because the open winter has enabled creamerymen to turn out quite a quantity of good butter. Other grades of storage stock range from 28 @ $31c$.

Conditions in Boston are different from those in other large trade centers. Aside from the few high class hotels there is hardly any trade for the fancy creamery which is bringing such extreme prices in New York. And in quoting our market, we have to give attention to the great bulk of the serviceable butter which is passing through dealers' hands. The manufacturing districts of New England draw most of their supplies from here, and the operatives are in no condition to pay for fancy light-salted butter. They are satisfied with a sweet, solid grade, and are not running after a fancy article. At present a number of the mills and workshops are running on half time, and are economizing in every way they can, rather than shut

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is more strongly emphasized today than ever before. At fancy milk contests and dairy shows it is invariably true that exhibitors and winners are unanimous in giving Wyandotte Dairyman's Cleaner and Cleanser a large portion of the credit of their success in producing a product of high quality.

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down altogether. The people have not yet given up using butter, or have they to any great extent begun using oleomargarine, but what they may have to do before the winter is over it is impossible to tell.

Now then, let us take a glance at the statistics. Receipts of butter at Boston for the month of October amounted to 4,902,471 pounds against 4,241,941 pounds corresponding month last year, and against 5,932,317 pounds in September this year.

Since the first of May this year receipts have aggregated 52,317,443 pounds against 52,988,508 pounds same time last year. Here it will be seen that there are upwards of 670,000 pounds less this year than last. But we carried over a surplus to fully balance the increase.

The consumption of butter in Boston for the month of October figures out 6,380,990 pounds against 6,137,815 pounds for the same month last year, showing a slight increase for the past month.

Adding up the consumption for the past three months—August, September and October—we run about 500,000 pounds less than the same time last year.

But when we count up the consumption for the past six months, half of the trade year, we have a total of 39,357,820 pounds as compared with 39,051,194 pounds last year.

What is most noticeable in these figures is the nearness in the totals for this year and last, which is an indication that we have made no real gains this year so far in the consumption.

The stock in cold storage November 7th was 269,282 packages, against 261,036 packages same time last year, an increase for this year of 8,246 packages.

PHILADELPHIA.

Fine Grades Scarce and High—Market Firm—Very Little Butter for Export or Import.

[By the Creamery Journal Staff Correspondent.]

The market is showing an advance of fully $2c$ per pound since the opening of this month and though the exceedingly high prices which fancy and extra are commanding have considerably lessened the consumption, these grades are in such small

offering that there are still enough particular buyers looking for quality and willing to pay the current prices, to make the demand as yet, in excess of the supply, and the market is firmly held. The next best grade, extra firsts, met with fair sale. Owing to the scarcity and big figures of the fine table grades, the trade are obliged to take lower grades and with the present weather being favorable for the cutting of held butter, the best brands have a good movement and holders feel their stock will realize them a fair profit.

The bulk of the current offerings being of firsts and seconds, just the quality that the trade have little use for, are quite slow selling, and in steady accumulation.

From reports it seems safe to say that oleo is taking a place on the market. Two prominent butter houses here have taken out licenses for its sale, because it is much better than off creamery, it can be bought at a reasonable figure, it is within the reach of the mass of the laboring class, and being a pure product it gives satisfaction.

We quote western, fresh, solid packed, creamery butter, fancy specials, $37c$, though these figures are exceeded at times; extra, $35c$; extra firsts, 33 @ $34c$; firsts, 30 @ $31c$, and seconds, 26 @ $28c$.

Ladles are having more inquiries, as they are about the only grade of butter at the price that meets with the requirements of the baking trade. Current make, firsts, are selling at $22\frac{1}{2}$ @ $23c$ and seconds $21\frac{1}{2}$ @ $22c$.

Packing stock, when the quality is good enough, has some call but so many of the present arrivals are cheesy, and this grade the packers reject. No. 2 realized $21c$.

A shipment of Danish butter, upwards of 16,000 pounds, arrived here at the close of October, and was early available for retail distribution. This butter was shipped in standard barrels, stamped and guaranteed by the Danish government. It was quoted wholesale at $34c$ a pound, on the basis of the last Copenhagen report. At first it retailed at $40c$ but with the advance of fresh creamery it jumped to $42c$.

On the whole, however, there is little butter to be imported or exported.

Smith's Computer (\$2.50) and The Creamery Journal one year (\$1.00) both for \$2.75.



The Great Minnesota Convention

ST. PAUL ENTERTAINS MULTITUDE OF CREAMERYMEN

The 21st annual convention of the Minnesota State Butter & Cheesemakers' Association, like its predecessors, was a grand success. The weather was ideal, and all factors seemed to co-operate with the officers of the organization in an effort to make the 1914 convention greater, if possible, than any of those gone by.

All convention sessions and headquarters were at the Merchants Hotel. Thus the interests were concentrated into a small area, and there were no counter attractions to detract from the business in hand. Somehow or other, Minnesota conventions maintain the old-time convention spirit, which seems to be lacking in other organizations. The butter and cheesemakers of the state make a business of their annual meetings, and the fact that they accomplish things is amply evidenced by the reputation of the "Bread and Butter" state, by the multitude of banners won in national competition and by the statistics which show the value of Minnesota dairy products to be greater than any other state in the Union.

The attendance this year was fully up to, if not greater than, any previous meetings. The big hotel lobby was crowded from early morning until late at night with men who were directly interested in the butter and cheese industry.

The first session was called to order by President Redman Wednesday forenoon, November 4th. Invocation was offered by Rev. Gratz. Then Mayor Powers, of St. Paul was introduced. He heartily welcomed the association, congratulating them on the greatness of the dairy industry in the state. He lauded the system of co-operative creameries and gave them the credit for building the greatest dairy state in America.

Geo. A. Miller, of Maple Lake, very ably responded to the mayor.

President Redman then delivered his annual address. He emphasized the necessity of improving the quality of cream and recommended strongly the adoption of the paying-for-quality system. He said he thought the first grade proposed by the centralizers was too low to insure the continuance of Minnesota's reputation for making good butter. He spoke of the harmony that existed among the various dairy departments and said: "Let us continue to pull together for a greater Minnesota and

a greater Minnesota dairy industry." He spoke with complete confidence that the next national banner would go to Minnesota, but cautioned the buttermakers against resting on their oars. He complimented Iowa by saying they were hot on Minnesota's trail. He urged county meetings and the continuance of the monthly educational scoring contests. He asked that a legislative committee be appointed. He thought Minnesota inspectors were poorly paid and thought it was up to the association to get them increased.

Secretary Rasmussen's report showed the association to be in a good financial condition. James Sorenson's report of the Dairy Record Publishing Company was read and approved.

Prof. T. L. Haecker, the "Father of Minnesota Dairying," was heartily greeted at the afternoon session. He was reminiscent and compared early-day dairying with that of the present. He praised the butter and cheesemakers for their progressive work, and urged them to continue the fight for more and better dairying. He very reluctantly acknowledged that this would doubtless be the last year he could talk to them in an official capacity. He has been in active work since 1874, and is about to retire. He was pleased to see such harmonious work between the association and the dairy and food department. In speaking of national banners, he said if Iowa or any other state won out next March he would appoint a special committee to congratulate the winner.

E. J. Homers, of Braham, read a very interesting paper on "Paying for Cream According to Quality." This will appear in full in the next issue of The Creamery Journal. The subject brought out a lively discussion as usual. A rising vote showed only eight in the audience who were grading. When President Redman asked those who had tried grading but failed, to stand; no one arose, which showed that the matter has not been receiving much attention. Mr. Haugdahl made the statement that he didn't think there was a co-operative creamery in the state who would turn down cream grading if the subject were put before them properly. Grading cream and then churning it all together was strongly condemned by Mr. Goetch.

J. J. Ross, of Iowa Falls, made an inter-

esting talk. It appears in full elsewhere in this issue.

The Question Box furnished the subject for discussion at the Thursday morning session.

The first question considered was: "Should butter and cheese makers object to an examination of their records by state or federal officers?" The unanimous vote was "No." The other questions, "Is there any market for cottage cheese?" "What should be the length of a buttermaker's vacation?" and "Should the buttermaker pay for the tub of butter sent to contests," received very little attention.

S. G. Gustafson, of Delano, read a good paper on the "Churning and Washing of Butter." This brought out an interesting discussion, although no new ideas were advanced.

F. W. Merrill, of the Dairy and Creamery Improvement Department of the De Laval Separator Company, made an excellent talk on "Quality." It appears in full in this issue.

Governor Eberhart was the first speaker on the Thursday afternoon program. The theme of his address was an acknowledgement of what the dairy industry was to the state and what the butter and cheese makers had done for dairying. He distributed the diplomas to the buttermakers receiving the highest average scores in their respective districts during the last educational contest.

Following the presentation of prizes, Frank M. Brown, of the J. G. Cherry Company, auctioned off the convention butter. It was sold to the Tilden Produce Company, of St. Paul, for 29½c.

Prof. Mortensen, of Ames, delivered an address on "My Observations in Europe." This also appears in full in this issue.

The election of officers which occurred at this time resulted as follows: President, A. G. Redman, Buffalo (re-elected); vice-president, A. T. Radtke, Plato; secretary, Alex Johnson, New Ulm; treasurer, Joe Parenteau, Mantorville. James Sorenson, of Albert Lea, was re-elected as a member of the board of directors of the Dairy Record Publishing Company.

Mads Sondergaard, one of the butter judges, talked on the butter exhibited. He spoke highly of the quality and mentioned especially the uniformity of quality. He said there was a marked improvement in workmanship over last year, which he attributed to the educational scoring contests.

Martin H. Meyer, secretary of the National Creamery Buttermakers' Association, talked briefly about the convention to be held next March, and extended Minnesota



buttermakers a hearty invitation to attend.

The Friday morning session was opened by a paper on "Starter Making," by Alex Johnson, of New Ulm. The subject received considerable attention in the discussion. Mr. Mortenson, of Albert Lea, warned buttermakers to be more careful with their starters and not inoculate it with dirty thermometers.

Commissioner Winkjer made an interesting talk, complimenting the butter and cheese makers for their splendid work and on the co-operation given the dairy and food department. He explained a few of the late laws in effect—the anti-discrimination act and the 65-mile limit law. He urged the association to take immediate steps to have the monthly scoring contests continued.

J. J. Brunner, of Strawberry Point, Iowa, secretary of the Iowa Buttermakers' Association, was called on, and he spread confusion among the Minnesota buttermakers when he announced that Iowa was going to win the national banner next March.

Allan Carswell, president of the Wisconsin Buttermakers' Association, also said that Wisconsin was going to win the banner.

A telegram was received announcing that R. F. Flint was elected as commissioner of agriculture in North Dakota. The secretary was instructed to send Mr. Flint a congratulatory telegram.

H. E. Shuknecht, western manager for the Worcester Salt Company, with headquarters in Chicago, made one of the most interesting talks during the convention. He talked about the early days of the association, and also discussed for the first time at a convention the matter of pasteurized butter—when and how it started, and where.

Mr. Shuknecht said in part:

Perhaps few of you realize what a very remarkable beginning this association had. It is in line with the times now days to take things as we find them and pay very little attention to how they happened. When I get into that mood I begin to think more of the value of history, because to go back and see how things started means to analyze those things. We become better fitted to cope with present day things.

Here you are with an association of several hundred members—a power in the state. I want to tell you something of how it happened. Few of you know that this is the first association of its kind in the country. There are in the room two men whom I know—there may be more. Twenty years ago this week this association was just a good, healthy infant. In another year you will be old enough to vote.

It is strange how things happen. The credit for the organizing of this association doesn't belong to a Minnesota buttermaker. The man who did the preliminary work was from outside the state. He was at one time an Illinois buttermaker. We owe to this man our thanks for the success of this association. He had the right idea.

One very hot day in July when B. D. White and I were both working in the creamery at Manchester, there came to town a man who wasn't very well dressed. He introduced himself as Mr. McAdam. When asked what his business was, he said he had an idea—that he was going around among the creameries trying to organize a buttermakers' union. He was walking from one creamery to another. He told us about his proposition and said he had seen a few other buttermakers and that there was going to be a meeting at Albert Lea on the evening of July 12, 1894. He didn't forget to tell us what the dues were to be. They were 50c per year. He was collecting the dues as he went along. We promised to be at the meeting, and so on the evening of July 12, 1894, a few of us met in the basement of an old racket store. As near as I can recall there were eight present. There was one creamery manager. The meeting was called to order and Mr. McAdam told again what his purpose was. His term was "buttermakers' union." Mr. McAdam was made president, C. A. Biddle, vice-president; D. B. White, secretary, and R. C. Boynton, treasurer. A few resolutions were discussed and adopted. One of them was as follows: "This shall be known as the Minnesota State Butter and Cheesemakers' Association." Then we proceeded to adopt the constitution and by-laws of the Western Buttermakers' Union. Another motion authorized the secretary to appoint an executive committee of three. All members were assessed 50c to pay for printing, etc.

That wasn't a very pretentious beginning, but it must have been a healthy one. Thus far I have told you how it happened—nothing about the difficulties. It didn't happen as easy as it is to talk about it. Mr. McAdam used the word "union" in making his round of the creameries before the meeting, and sentiment was not favorable to unions. There were not enough buttermakers to make the association a success unless we had the co-operation of the managers. But as is usually the case where a worthy cause is about to suffer, there is almost always some one man or several men who are strong enough to lend just the required assistance, and so in this case. Mr. White realized that the association was

practically doomed unless we got the right kind of moral and financial support. It happened that the manager of the Manchester creamery had made a reputation in Minnesota of being thoroughly dependable. Mr. White explained to Mr. Flint that this organization was not for the purpose of regulating wages; that it was purely educational and for the development of the dairy business in the state. Mr. Flint was convinced and said we were on the right track. Mr. White said there was some opposition, and Mr. Flint said, "We will do away with that opposition." He promised his moral support and pledged a little money towards holding the first convention in November. He went to see one or two other managers. We all know the result. This big convention and those passed are results. No small portion of the credit for the success of this organization belongs to that same creamery manager. He was the man who saved the day. There was a place where one man stood between success and failure.

Then came the time to prepare for the November meeting. Mr. McAdam was not heard from between the July and the November meeting, but in the afternoon of the first day Mr. McAdam was present and opened the convention. It was not possible for me to be present at that meeting, but I know what happened. The convention was held and so far as I know, no one connected with the association then or since has ever seen Mr. McAdam. He seems to have completely dropped out of sight. Much credit is due him, because he did a great work for the state.

At the first meeting the officers were as follows: Mr. White was made president, Mr. Biddle, vice-president; Mr. Turnbull, secretary, and Mr. Boynton, treasurer.

So much for the beginning of the association and the first meeting. I don't think I can say where the second meeting was held, but there is probably a record of it. Since then the history of your association is one of continued success. I had the honor of serving as the second secretary of your association. This is a wonderful organization, and I oftentimes wonder if the members realize the power that it could wield for good. I want to make a suggestion or two. I believe this association can be made more effective. For example, in the matter of legislation. This organization, I believe, can be so wielded as to get most any kind of a measure for good through the legislature. I am not sure that there is a limit to what could be done. The power of a petition bearing the names of your patrons is unlimited. I believe you

(Continued on page 15.)

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Felt, Vice-President
A. E. Haswell, Secretary E. R. Shoemaker, Treasurer

DEVOTED TO THE CREAMERY INTERESTS OF
THE UNITED STATES.

E. R. SHOEMAKER - - - Editor

E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, 50c per year. In Canada, 75c per year. In all other countries in the Postal Union, \$1.50 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, NOVEMBER 15, 1914

COMING CONVENTIONS.

National Creamery Buttermakers' Association—Annual convention, Mason City Iowa, between March 1 and 12, 1915. Exact dates to be announced. M. H. Meyer, secretary, 1011 W. Washington Ave., Madison, Wis.

THE NATIONAL DAIRY SHOW.

It is difficult to convey by pen to those who did not attend the ninth annual National Dairy Show, even an idea of just what such an exposition was. The press was loud in its pre-show comments, but now that it is over the editor puzzles to do justice to it on paper. The great show is deserving of the highest possible praise, because it was such a success. Success is always lauded, but this year, unlike former years, the exhibitors, the breeders and the visitors seemed to be in a finer degree of harmony. Everywhere could be found people from all parts of the United States seeking out some particular phase of information which was of direct value to them in their business. The majority of visitors this year were there for other purposes than entertainment. Salesmen in the various booths were kept busy from early in the morning until late at night demonstrating their goods to prospective buyers. Everywhere we were advised that sales were plenty and live prospects were numerous. There was a general tone of satisfaction and enthusiasm which bespeaks, more effectively than anything else, that the National Dairy Show has attained the standing and won the co-operation of

the dairy world which has been so earnestly sought for by the management.

Dairy enthusiasm permeated every exhibit and every faction taking part. The judging ring was the center of unusual interest, and as the great and beautiful dairy animals were led into the arena by white-clad attendants, the spectators who crowded the seats every afternoon and evening vented their approval by applause. From the moment one entered the large exposition building he was impressed with the greatness of the dairy cow and her products.

The exhibits this year were in keeping with the rapid advance which has been made the past year. Every exhibitor had something new and practical to offer dairymen, whether producer or manufacturer, and few, if any, producers or manufacturers left the show without leaving an order for some form of equipment which would make his work more efficient or at least a determination to do better work when he returned home.

These are the things which made the show such a decided success this year, and which foretell of a new epoch in dairy expositions.

The attendance was far greater than any time during the life of the show, which means that the publicity the coming year will be more far-reaching and the interest increased to the point which assures a permanent success for the National Dairy Show.

From the best information obtainable, the attendance exceeded 150,000 for the week, which is 50,000 in excess of last year's total. "This is real American prosperity," commented Manager Skinner, "and, to go the English one better, it is 'business more than usual.'"



Very strenuous means to check the outbreak of the foot and mouth disease among cattle are being resorted to, and with the proper co-operation among federal and state officials and dairymen, the damage can doubtless be held to that already done. The cow is not the only animal that can be affected. Whole-milk creameries should efficiently pasteurize every drop of milk returned to the farmers. Many states have a law to that effect, but all of them do not comply with it. Study the bulletins issued and be ready to take every possible step to assist in not only checking but stamping out this highly contagious disease. The losses already incurred can not be estimated. The situation is serious and prompt and concerted action is necessary.



It isn't too early to begin thinking of and talking about the national convention to be held at Mason City, Iowa, in March. This will be a very important meeting and the life or death of the association will be decided upon. We all want it to live. We need a few more old-time rousing national conventions.



There is an excuse for aiming high and missing, but no credit for low aim and hitting.

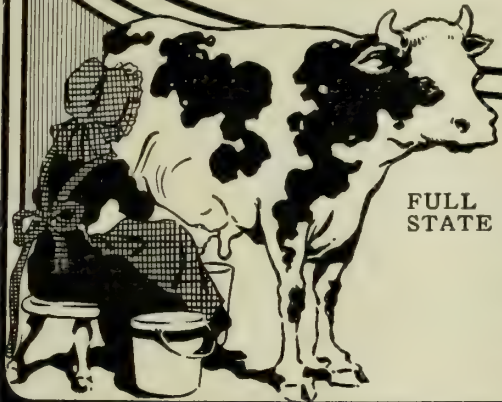
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Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

The Great Minnesota Convention
(Continued from page 13.)

would have no trouble in materially improving your inspection system if this association took it up in earnest. All you need is to get your patrons behind your proposition. This association is to be congratulated upon the fact that it has never allowed itself to be used for the purpose of furthering the means of any one man. Here is a spirit of co-operation—of helping each other and the state that has not always existed in other associations.

[The balance of Mr. Shuknecht's address deals with the history of pasteurized butter, and will appear in the next issue of The Creamery Journal.—Editor.]

Resolutions were adopted, thanking Mayor Powers for the hospitality of St. Paul, the Merchants Hotel for their excellent accommodations, the officers, speakers and all who contributed to the success of the meeting. They thanked James Rasmussen, the retiring secretary, for his good work; Governor Eberhart for his address. They endorsed the dairy school, the dairy and food department and the federal dairy division. They acknowledged the excellent service of Prof. T. L. Haecker, endorsed the Dairy Record, and pledged support to the National Dairy Union. They recommended a continuance of the monthly educational scoring contests; they suggested that two buttermakers follow the judges each month as an educational proposition; they urged action to increase the salaries of the inspectors, recommended a butter-fat standard of 80 per cent to replace the present ruling of 16 per cent moisture; asked for the repeal of the present law licensing users of the Babcock tester, and recommended in its place a law licensing and regulating

creameries, cheese factories and cream stations; they asked for a law regulating the housing of cream separators and the condition of milk and cream offered for sale; they condemned the present working of the boiler inspection law and the issuing of engineer's licenses. They commended the proposed work of the Dairy Officials Conference and suggested that cream which had to be neutralized be eliminated. In the event of a change of dairy and food commissioner, J. J. Farrell, of Carver, was heartily endorsed. They went on record as favoring the adoption of the cream grading system.

Convention Butter Scores.

First District.

Ernest Johnson, Lafayette—m.....	93½
D. D. Sorensen, Sherburne—c.....	91½
Harry Lundgren, Lafayette—m.....	93¼
Sever Larson, Lake Crystal—c.....	93¼
Fritz Lehmberg, Hills—c.....	91
L. N. Graham, Good Thunder—c.....	93¾
A. Geo. Nelson, St. James—c.....	93½
A. J. Ruttum, Hendricks—c.....	92½
P. L. Anderson, Garvin—c.....	90
C. F. Wendt, Welcome—m.....	92½
Alex Johnson, New Ulm—m.....	93¾
Wm. Withrow, Vernon Center—m.....	93½
G. B. McCord, Rushmore—c.....	90¾
Oscar N. Johnson, Comfrey—c.....	92½
H. E. Jeppesen, Garden City—c.....	93¼
C. B. Jensen, Wabasso—c.....	93¼
Thos. A. Aalid, Alpha—c.....	92¾
S. H. Hagen, Jackson—c.....	92¾
Soren Kristensen, Kiester—m.....	92½
Herman Christenson, Delavan—m.....	93
Aaron Domes, Le Sueur—c.....	92
C. E. Rouch, Mapleton—m.....	92½
M. A. Schons, Mankato—m.....	92¼
A. Wesby, Luverne—c.....	90¼
A. H. Danheim, Nicollet—m.....	93¼
Senius Nelson, New Prague—m.....	93¾
Fred W. Dehn, New Ulm—m.....	92¼
A. E. Call, Nicollet—c.....	93½
C. L. Sorensen, Madelia—c.....	91
A. T. Parson, Traverse—m.....	94½
John Renaux, Kilkenny—c.....	91½
A. O. Jensen, St. Peter—c.....	92¾
Fred Precht, St. Clair—m.....	90¾
O. H. Gronseth, Waterville—m.....	92

L. R. Graunke, Wilder—c.....	94
Fred Hanson, Lake Crystal—c.....	92½
G. C. Pettes, Rapidan—m.....	91½
Ed H. Peterson, Waterville—c.....	94½
M. A. Nielson, Lake Benton—c.....	93
Christ Hanson, Hanska—c.....	93½
D. W. Peterson, Windom—c.....	91½
Christ Christanson, New Ulm—c.....	92¾
F. C. Brake, Edgerton—c.....	90½
Second District.	
S. Klemmesrud, Kasson—c.....	93
W. F. Polikowski, Plainview—c.....	93½
Peter Kvale, Emmons—m.....	93
N. C. Siverlin, Glenville—c.....	93
Hilmer P. Hanson, Hartland—c.....	94½
Sam Nelson, Twin Lakes—m.....	94½
Alfred Camp, Owatonna—m.....	94½
Ed Hanson, Wainnamingo—c.....	91½
Arthur Tuttle, Faribault—m.....	92½
Ferd Jacobson, Ellendale—m.....	92
E. H. Sommers, Faribault—c.....	92½
H. H. Jensen, Clarks Grove—m.....	93
Geo. Heime, Conger—c.....	93¾
F. F. Reese, Chatfield—c.....	92
R. L. Lutz, Minnesota Lake—c.....	92
Oscar Bergseth, Lyle—c.....	92
M. P. Mortensen, Albert Lea—m.....	93½
Martin Anderson, Lewiston—c.....	93½
John Christenson, Northfield—m.....	92½
Ed O. Prestegard, Northwood, Iowa—c.....	93
E. T. Johnson, Freeborn—c.....	93½
Julius Ramsey, Myrtle—c.....	93½
C. A. Hogaas, New Richland—m.....	93½
A. R. Jacobson, Faribault—c.....	92
Marine Johnson, Spring Valley—c.....	91½
A. C. Jenner, Nerstrand—c.....	91½
G. M. Fjetland, Dover—c.....	94½
A. D. Fisher, Owatonna—m.....	92½
Ed Anderson, Hayward—m.....	92½
Allen N. Burt, Utica—c.....	93½
Joseph Brey, Winona—c.....	92½
G. A. Trumm, Skyberg—c.....	91½
O. P. Jensen, Blooming Prairie—m.....	92
A. J. Felber, Witoka—m.....	92½
G. L. Barbaree, Hammond—c.....	92½
A. C. Rentz, Brownsdale—c.....	92½
Theo. Sunde, Dakota—c.....	92½
Fred Peterson, Manchester—m.....	92½
E. W. Steinhaus, Elvian—m.....	92½
James Rasmussen, Albert Lea—m.....	93½
Oscar Aase, Kenyon—c.....	92½
Wm. Christensen, Cannon Falls—m.....	92½
Ed H. Larson, Elgin—c.....	92½
A. T. Anderson, Otisco—m.....	92½
R. P. Christensen, West Concord—c.....	92½
Ed Ullring, Webster—c.....	91½

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

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References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

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PHILADELPHIA

Bert Sorenson, Owatonna-m.	92
A. W. Seidel, Claremont-m.	94
J. W. Koepsell, Lewiston-c.	93 3/4
Harry Anderson, Clinton Falls-m.	92 1/4
O. O. Nyflot, Lake City-c.	91 1/2
N. N. Mossing, Byron-c.	92 1/2
J. W. Engel, Pratt-m.	95
James Flanagan, Witoka-c.	91 1/4
E. F. Sinkler, Smiths Mills-m.	90 1/2
John F. Helmes, New Richland-c.	92 1/2
Lewis Torgerson, Rushford-m.	91 1/2
O. H. Peterson, Vasa-m.	91 3/4
J. H. Wartenberg, Claremont-m.	92 3/4
N. C. Erickson, Grand Meadow-m.	90 1/2
Henry Springer, Alden-c.	92 1/2
Hans Larson, Hayfield-c.	91 3/4
H. M. Clemenson, Houston-m.	91 3/4
A. C. Nelson, Hayward-m.	92
H. J. Rosenau, Meriden-m.	93
Gust Knudson, Armstrong-m.	93

Third District.

O. P. Solheim, Jordan-c.	91 1/4
Edw. Bach, Arlington-m.	93 1/4
Christ Jensen, Gaylord-m.	90 3/4
James Rasmussen, Arlington-m.	92 1/4
Eric Secher, Dassel-m.	91
E. W. Redman, Howard Lake-m.	95
Carl P. Olson, Litchfield (Comp.)-m.	94
Frank T. Johnson, Cokato-m.	94
Theo. Peterson, Maale Plain-m.	90 3/4
Emil Brant, Howard Lake (Comp.)-m.	93 3/4
G. C. Krapes, Litchfield (Comp.)-m.	93 1/2
L. A. Gronke, Bird Island-m.	90
W. E. Redman, Montrose-m.	92 1/2
O. W. Olson, Hawick-c.	93 3/4
E. A. Danielson, Cokato-m.	92
B. N. Nelson, Cokato-m.	93 1/4
F. W. Wangerin, Henderson-c.	91 3/4
N. J. Hedlund, Annandale-c.	93
Frank J. Nagel, Dassel-m.	92 1/4
O. E. Weber, Rockford-m.	93
R. J. Rick, Norwood-m.	91 3/4
W. P. Nagel, Stewart-c.	90
A. W. Halloran, Watertown-m.	93
R. M. Madsen, Darwin-m.	92 1/2
Carl Strobel, Arlington-c.	92 1/2
Fred M. Rohe, Osseo-m.	92 1/4
B. H. Chancellor, Hamel-m.	92 1/4
Willie F. Bechtel, Hutchinson-m.	92
Anton H. Nelson, Grove City-m.	93 1/2
F. F. Foss, Dassel-m.	92 3/4
R. H. Gallup, Roscoe-c.	90 1/2
John M. Schmidt, Litchfield-m.	92 3/4
J. M. Rasmussen, Dassel-m.	92 1/4
A. C. Engelhard, Richmond-c.	92 1/4
Ed J. Wright, Long Lake-c.	92
A. H. Jorgenson, Buffalo-m.	91 1/4
J. A. Lind, Le Sueur-c.	91 1/2
H. H. Lunow, Mayer-m.	91 1/4
Henry Erickson, Hutchinson-m.	93 1/2
E. S. Hanson, Maple Lake-m.	91 3/4
A. G. Redman, Buffalo-c.	94
R. J. Anderson, Belgrade-c.	93
M. Langenfeld, Belle Plain-c.	93
Geo. A. Miller, Maple Lake-c.	91 1/2
C. A. Scott, Jordan-c.	91 1/2
B. P. Jurgens, Litchfield-m.	91 1/2
Paul Lindholm, Litchfield-m.	91 1/2
Geo. W. Hagberg, Cokato-m.	95 3/4
Fred Kuhn, Winthrop-m.	91 3/4
Emil G. Oman, Delano-m.	96
O. W. Osterberg, Clearwater-c.	93

Chas. Gramith, Waconia-m.	91 1/4
A. F. Radke, Hamberg-m.	95 1/4
W. H. Donney, Cologne-m.	93
E. O. Quenvold, Hutchinson-m.	94 1/2
M. B. Peterson, Gibbon-m.	92 1/2
H. L. Stenberg, Atwater-c.	92 3/4
W. E. Cleveland, Darwin-m.	93 1/2
C. A. Redman, Osseo-m.	92 1/2
F. W. Hedke, Norwood-m.	94 1/2
A. L. Radke, Plato-m.	93
Axel Peterson, Darwin-m.	92
H. E. Sorensen, Kimball-m.	93 1/4
W. J. Kurth, Buffalo Lake-m.	92
J. E. Underwood, Hutchinson-m.	90 3/4
E. L. Holmer, Chaska-m.	92 1/4
Fred Stenberg, Atwater-m.	93 1/4

Fourth District.

Joseph Hanson, Clarissa-c.	93 1/2
W. A. Krause, Henning-c.	91 1/4
Wm. Johnson, Pelican Rapids-c.	90 3/4
H. A. Landeen, Erhard-c.	90 1/4
M. Sorensen, Pelican Rapids-c.	91
A. V. Lundberg, Nelson-m.	92
Max W. Siegel, Bertha-c.	92 1/4
P. E. Robinson, Underwood-c.	94
H. A. Goetsch, Wadena-c.	93 1/4
A. H. Swartzendruber, Staples-c.	93
F. B. Clark, Ashby-c.	91 1/4
Leslie J. Simpson, Deer Creek-c.	92
R. Engeland, Perham-c.	94 1/4
M. Skoglund, Eagle Bend-c.	92 1/4
Peter J. Olson, Holmes City-c.	90 1/2
A. Rasmussen, Ottertail-c.	91
L. A. Rasmussen, Audubon-c.	90
J. S. Orbeck, West Union-c.	90 3/4
Nels M. Pearson, Almore-c.	91 1/2
Max W. Siegel, Bertha-c.	92
C. C. Thoen, West Port-c.	92 1/2
E. A. Burling, Eagle Bend-c.	92 3/4
Ernest J. Hanson, Eagle Bend-c.	91 1/2
Geo. F. Westerman, Brooten-c.	92
Emil Schudeiske, Carlos-c.	95 1/4
Geo. Evers, Brooten-c.	92 1/2
N. F. Thielman, Elrosa-c.	92 3/4
C. B. Thompson, Verndale-c.	90
W. C. T. Boettcher, Browerville-c.	92 1/2
Eric Peterson, Osakis-c.	92
Anton Baltes, Long Prairie-c.	93
Carl Graverson, Georgeville-c.	92 3/4

Fifth District.

P. L. Anderson, Holt-c.	91 1/4
A. J. Hed, St. Hilaire-c.	93
E. E. Denison, Beltrami-c.	93 1/4
Lars W. Leffler, Hendrum-c.	91 1/4
Albert Anderson, Erskine-c.	91 3/4
H. V. Larson, Badger-c.	91 1/4
O. J. Lund, Ross-c.	90 1/4
Fritz Wohlin, Fertile-c.	91 3/4
L. Haslerud, Thief River Falls-c.	93
Ole O. Heggness, Lengby-c.	91
Otto C. Peterson, Mentor-c.	91 1/4
John Nelson, Viking-c.	95
Laurence Rodum, Gonvick-c.	91
L. B. Anderson, Clearbrook-c.	90 3/2
A. T. Davidson, Shelly-c.	91 1/2
Carl M. Olson, Clearbrook-c.	90 3/2
C. A. Leffler, Ada-c.	91 1/2

Sixth District.

Henry A. Hanson, Isanti-c.	92 1/4
F. A. Johnson, North Branch-m.	92 1/4
J. A. Peterson, Chisago City-m.	95 1/2

L. C. Jensen, Shafer-m.	92 3/4
Geo. W. Peterson, Shafer-m.	93 3/4
W. I. Meline, Braham-m.	94
F. A. Peterson, Lindstrom-m.	93 1/4
A. H. Nelson, Taylors Falls-m.	93 1/2
J. J. Jensen, Copas-m.	92 1/2
B. A. Holt, Elk River-c.	91 1/4
J. R. Blumquist, North Branch-m.	91 3/4
B. A. Finch, Rush City-m.	92 3/4
Archie M. Jones, Princeton-c.	92 3/4
O. C. Johnson, Ogilvie-c.	91 1/4
C. W. Gilman, Fort Ripley-c.	90 1/2
L. M. Jacobs, Pierz-c.	93
Frank J. Weis, Pillager-c.	91 1/2
A. C. Iverson, Stacy-c.	92
E. J. Cohn, Rush City-m.	93
Paul Christenson, Cushing-c.	91 1/4
E. O. Blumquist, Center City-m.	94
F. J. Kassube, St. Francis-c.	92 1/2
R. A. Reid, Rice-c.	91 1/2
V. Hoiberg, Askov-c.	91 1/4
Arthur Gustafson, Mora-c.	93
Carl W. Carlson, Finlayson-c.	91
S. Brandenberg, Hinkley-c.	91 1/4
E. A. Wahlstrom, Grandy-m.	90 3/4

Cheese.

James Gordon, Rochester.	93 1/4
Edw. E. Miller, Zumbrota.	95
Donald C. Weis, Skyberg.	91 1/2
Edw. E. Miller, Zumbrota.	94
Wm. Cullen, Zumbrota.	92 1/2
C. G. Stromback, Kenyon.	96
L. G. Tumbrell, Zumbrota.	93 1/4
Sam. Alberts, Pine Island.	92 1/2
H. C. Crever, Osseo.	90 1/4
Carl Stocker, Kenyon.	92 1/2
J. Parenteau, Mantorville.	95 1/2

Average Scores in Six Months Contest.

Geo. W. Hagberg, Cokato, highest in butter.

Joseph Parenteau, Mantorville, highest in cheese.

District 1.

Senius Nelson, New Prague.	93.58 1-3
(One tub late)	
H. P. Jeppesen, Garden City.	93.41 2-3
A. T. Parsons, Traverse.	93.33 1-3
A. J. Ruttum, Hendricks.	93.20 5-6
A. H. Danheim, Nicollet.	93.12 1-2
Soren Kristensen, Kiester.	93.04 1-6
Fred W. Dehn, New Ulm.	93.00

District 2.

J. W. Engel, Pratt.	94.00
Peter Kvale, Emmons.	93.91 2-3
Alfred Camp, Owatonna.	93.58 1-3
Sam Nelson, Twin Lakes.	93.58 1-3
Gust Knudson, Armstrong.	93.29 1-6

District 3.

George W. Hagberg, Cokato.	94.37 1-2
Emil G. Homan, Delano.	94.20 5-6
F. W. Hedtke, Norwood.	94.00
W. E. Redman, Montrose.	93.54 1-6
W. H. Doney, Cologne.	93.54 1-6
Henry Erickson, Hutchinson.	93.41 2-3
R. J. Rick, Norwood.	93.25
H. H. Lunow, Mayer.	93.16 2-3
Bertel P. Jurgens, Litchfield.	93.04 1-6
O. W. Olson, Hawick.	93.04 1-6
H. L. Stenberg, Atwater.	93.00

District 4.

Emil Schudeiske, Carlos.	93.33 1-3
C. C. Thoen, Westport.	93.12 1-2
J. Hanson, Clarissa.	93.08 1-3

District 5.

E. E. Denison, Beltrami.	93.95 5-6
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District 6.

Geo. W. Peterson, Shafer.	94.20 5-6
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Cheese.

Joseph Parenteau, Mantorville.	95.75
C. G. Stromback, Kenyon.	95.29 1-6
Ed E. Miller, Zumbrota.	94.25
Wm. Cullen, Zumbrota.	93.00

Renovated Must Be Plainly Marked.

The United States Department of Agriculture has amended Regulation 21, governing the labeling of renovated butter, to read as follows:

"All coverings or wrappers of prints, bricks, or rolls of renovated butter, whether paper or cloth, must have the words 'Renovated Butter' in one or two lines, marked, branded, stenciled or printed thereon in black or nearly black upon white or light ground, in full faced gothic letters not less than three-eighths of an inch square, so placed as to be the only marking upon one side or surface of the parcel so packed.

"All packages of renovated butter shall have the weight of the contents thereof plainly and conspicuously marked on the outside of the package in accordance with the rules and regulations prescribed under the Food and Drugs Act of June 30, 1906."

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CARL H. ZINN

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Spray Milk Powder Patent Again Declared **Valid by United States Court**

JUDGE RAY, of the United States Northern District Court of New York, rendered his opinion on October 22, 1914, declaring the

MERRELL-SOULE CO.'S PATENT VALID AND INFRINGED BY THE NATURAL DRY MILK COMPANY

This Decision is in addition to the Decision of July 8th, 1914, rendered by United States Judge Hazel of the Western District of New York, declaring the patent

VALID AND INFRINGED BY POWDERED MILK COMPANY OF AMERICA

JUDGE RAY states in his Opinion that it is true that the structure in which the Process is carried on by the Complainant differs from that shown in the Patent, but the Process used remains the same; in other words, the Process described in the Patent is not confined to any special or particular form of apparatus.

OTHER SUITS are pending, and Merrell-Soule Co. wish to warn all Manufacturers of Powdered Milk manufactured by the Spray Process that the Spray Process is its Patented Property and all infringers will be prosecuted.

To the Trade:

We are in a position to supply the trade with the Merrell-Soule Milk Powders made by the Spray Process, which is well known to produce the only soluble Milk Powder on the market, and we believe that we are the only manufacturers that will be able to guarantee deliveries on future contracts.

Merrell-Soule Co.



Syracuse, N. Y.

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BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

My Observations in Europe

.PROF. M. MORTENSEN at the St. Paul Convention

It shall not be my object to give you a description of my journey abroad, but I will merely aim to point toward a few of the problems with which we are still laboring and which have been successfully solved in foreign countries.

The most important problem confronting our American creamerymen today is the problem of quality of raw material.

We are all too familiar with the system which has crept into the creamery business during recent years and by which we accept cream that is far beyond the stage at which it is suitable for buttermaking. By neutralizing such cream it has been sold as creamery butter, and rather than start a vigorous campaign for a remedy we have spent entirely too much time with neutralizers. It should be clearly understood that if we ever expect to reach an enviable reputation for the Minnesota or for the Iowa butter such is not accomplished through the aid of neutralizers or any other chemicals, but through the most scrupulous care on the part of the producers, including frequent deliveries to the creamery.

Let us make a brief comparison between the creamery patron of the European countries and of our country. In northern Holland when we step into a dairy barn we find ourselves in a comfortable room. The floor and walls are kept as clean as in the ordinary parlor, clean white curtains are hung over the windows, the walls are decorated with pictures and several places even have plates such as we place around on racks in our dining rooms. The cow is treated with a tenderness and affection almost as if she were a member of the family. They love the cow and, consequently, they are engaged in dairying because they love to be and not absolutely because they have to. In Denmark, although the cow stable there does not contain any unnecessary decorations, the people are in love with the dairy cow and with dairying as a whole, and as a result thereof they are successful.

These conditions are much different in the United States. Comparatively few of our farmers make dairying a specialty. The rest of them, the great majority, are merely keeping a few cows. This presents a striking contrast to the European conditions, for in the dairy countries in Europe it is the dairy herd that is the keeper of the farmer and his family. Our cow keepers, as they may be properly called, are not interested in dairying. They are constantly complain-

ing about hard work and about dairying being unprofitable. With this attitude toward dairying they make no efforts toward preventing the cream from deteriorating, and it is from such sources that we receive our poor cream. The butter-makers and creamery managers can do much toward remedying such conditions. They should be able to make real dairymen out of some of our present cow keepers, but before they can do that they must know the real difference between the two. The dairyman is the one who knows his cows and loves them; the other one has not yet had time to make the acquaintance, and it should be our object to bring him in closer touch with the work of his herd. This may be accomplished by the following factors: First, the local test associations. The butter-makers and creamery managers have not in the past taken advantage of the local test association. In the little country of Denmark, the active test associations on October 1, 1913, numbered 579. If we had that number of test associations in each of the states, Minnesota and Iowa, these states would have overcome the problem of poor cream.

Second, encouragement of pure bred dairy animals. The people engaged in this line of dairy work at present are perhaps doing a greater work toward the promotion of profitable dairying than any other agency. The lessons taught by these breeders have produced many of our most successful dairymen, and the sires produced through the efforts of such breeders have improved a number of our dairy herds. Therefore, as creamerymen who have the welfare of dairying at heart, we should encourage such work and give it our loyal support.

Third, encouragement of more scientific methods of farming. Dairying would evidently realize a greater profit to our American farmers if they produced a crop most suitable to the needs of the cows. The director of one of the Danish agricultural schools has demonstrated that it is possible to keep a cow on 1.4 acres of ground in that locality by using 19 per cent of the land for roots, 57 per cent for grass and forage crops, and 24 per cent for corn. Instead of following that rule many of the farmers in that country produce less roots and forage crops and more grain, and it usually requires from two or three acres for the support of a cow.

As it appears to me, the problem of improving the quality of our cream is rather a complex one and is in the main a matter of education followed by good sound legislation. The one who is making a profit from his dairy is usually willing to furnish cream of good quality, and it would be better for our creamery industry as a whole if the one who insists on delivering poor cream would be compelled to make same into butter on his own farm. In Ireland the creamery inspector has the authority

to forbid the creameries to receive milk from a farmer for 12 months if he has been found guilty of delivering poor or dirty milk to a creamery.

The quality of cream received is one of the big factors to be considered, but not the only one. It has been our experience in this country that some creameries receiving milk or cream of superior quality have not been able to make the very best butter therefrom. This is due entirely to methods employed in the creamery. Of nearly 100 creameries visited in Europe not one was found where the maker disregarded the use of a good starter. The European butter-makers attribute their success mainly to the use of a starter. This is ripened to a mediumly low degree of acidity. I judge that the acidity will range from .7 to .8 per cent. In some countries they practice what we term high ripening of the cream, but in Denmark they churn the cream at a comparatively low degree of acidity. The butter made by the latter system grades highest on the market and also possesses better keeping qualities.

The foreign butter possesses a firmer and more waxy body than the butter made in this country, and also, for that reason, the keeping qualities of their butter are superior. It is well known that butter which is overworked or is of a weak body does not possess keeping qualities. A few days ago I saw a shipment of New Zealand butter in Chicago. It had been in cold storage and was claimed to be about a year old. In spite thereof it was free from any undesirable flavors which would indicate that it was old butter and the body was remarkably firm and waxy.

W. Wright, the New Zealand market inspector, located in London, England, says that the people in New Zealand when judging butter place much importance on the condition of body. The score card adopted for use in that country is as follows:

	Per cent
Flavor	50
Body	25
Salt	10
Color	16
Package and packing.....	5
Total	100

It is seldom that a perfect score is given for body, a score of 24 is considered very good; 23, good; 22½, average; 22, faulty, and 21½ or less, poor workmanship.

Some years ago Professor Storch, of the Danish Experiment Station, found that some of the Danish butter was inferior in body and some was pronounced leaky. Immediate steps were taken toward the prevention of such defects. As a result Professor Storch is able to claim today that there is no leaky butter produced in Denmark. A sample of butter exhibited in the Iowa educational contest when exposed to a leakage test lost in seven days 2½ per cent of moisture. This is not the worst kind of butter we have to deal with on the American market, for, although the body is very weak, it is clear and fairly attractive in appearance. A body which should meet with still greater objection is that presenting a dead appearance caused by injury to the grain due to our effort to increase the moisture content above normal. This butter is more or less sticky and possesses even poorer keeping qualities than butter of a weaker but clearer body.

It will be a step forward if our butter judges will pay closer attention to defects in body in future judging, but such defects will be difficult to remedy entirely as long

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as our manufacturers have quantity and not quality for preference.

Our state educational contests have been criticized from time to time. Some have even suggested that they are of no value and should be discontinued because they do not contain enough new features. In foreign countries scoring of butter is often made compulsory. In Denmark two or three or more annual surprise calls are made to each creamery. In addition to such scorings the country is divided into local associations, each of which conducts eight annual scoring contests and awards premiums to the highest average scores for the year. Although the latter contests are not absolutely compulsory, no one from the particular territory in which the contest is held would neglect sending a sample of his butter. In Australia inspectors are stationed at shipping points and a package from each churning exported is scored and reports are mailed to the manufacturers, to the purchaser of the butter, and to the government official in charge. Mr. Lowe, the senior member of W. Weddel & Co., London, attributes the great success of the New Zealand buttermaker to this system of scoring. The fact that on June 23, 1914, New Zealand butter was sold at 112 shillings per hundredweight against 104 shillings for Australian butter, which some years ago was in greater demand than the butter from New Zealand, seems to indicate that there is some merit to their system.

There are two objects for continuing our state educational contests. First, the contests stimulate greater interest in the production of fancy butter, and, second, it is of a direct educational value. Most buttermakers concede to the first claim, but some, especially those who always obtain high scores, do not always consider that they receive enough that is of educational value. I was at one time criticized by a buttermaker for not furnishing him complete criticism on his butter, which obtained a score of 96 points. The educational value obtained is evidently greatest to the one who has had less experience and even if the more advanced buttermaker feels that he receives less value in that respect the contest should be of sufficient value to him by stimulating greater interest so that he can well afford to continue. It has been fully demonstrated during past years' work that it is the really successful buttermaker who is the most regular exhibitor at butter scoring contests.

Some changes might well be made in our present system of judging. Some years ago the butter was judged entirely by commercial judges. Today we have gone to the opposite extreme, eliminating entirely the commercial judges. The commercial judge, the state inspector and the buttermaker should do this work together the same as they do in Denmark. There they go even so far as having three groups of judges, each group consisting of one inspector, one buttermaker and one commercial judge. It seems rather unsafe for us to entirely eliminate the commercial judge.

In New Zealand the judges from the various districts come together from three to four times annually for the purpose of judging together so they may continue to have the same fixed standards. This system might also be introduced to advantage in this country.

The value of a state trade-mark has frequently been discussed during the past year. Such marks are successfully used in Denmark and in Holland. The Danish mark is an absolute guarantee of quality, and Danish butter without such a mark is scarcely known. The Holland mark is based upon the chemical analysis of the butter, and as such is not an absolute guar-

antee that the flavor comes close to perfection. New Zealand has no special government brand but stamps the grade on each package. It is my firm conviction that a state brand for our creamery butter will greatly assist the creameries in improving the quality of our butter. It is possible that later on some of the states might unite forming a more comprehensive organization. This might facilitate the work of final inspection. The rules governing the use of such marks should be most vigorously enforced, but the requirements for admittance should not be so severe, so the creameries would feel that it would be useless to make any efforts. It has been suggested that an average score of 93 should be sufficient for allowing a creamery the privilege of using the mark.

If some state marks are adopted it would seem as if there would be strong efforts made by the various buttermakers and creamery managers toward securing the privilege of using such marks. It should be at such places where the state extension workers should be able to do some of their most effective dairy work, and if a few men were employed for such work it should be possible for them to assist the creamery and its patrons, so that such who were really desirous of making progress would gradually come up to the standard and each creamery obtaining permission to use the trade-mark will exert a stimulating influence over the other that is less advanced.

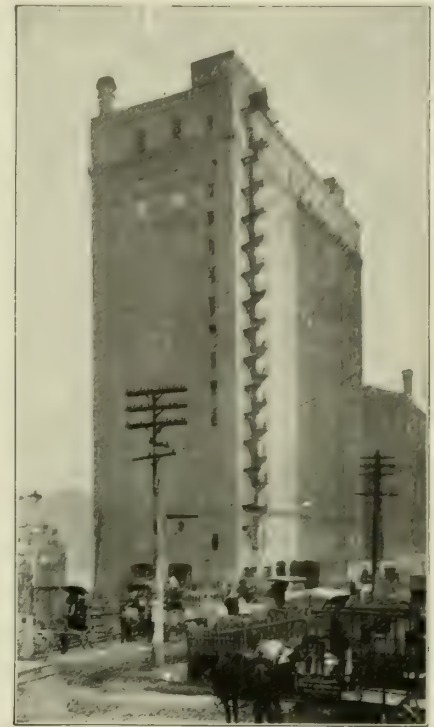
Fuel Waste in Creameries.

The annual reports of a large number of creameries submitted to this division for the year 1913, itemizing the expense of manufacturing butter, showed that the greatest item, exclusive of labor, was fuel. In comparing these reports it was noted that the fuel item was extremely variable even in creameries devoted exclusively to the manufacture of butter and having practically the same output. The average cost of fuel for the 10 creameries (having an output of between 100,000 and 150,000 pounds per year) reporting the lowest fuel expense was \$0.0013 per pound of butter made, while the average cost of the 10 creameries (having the same output) reporting the highest fuel expense was \$0.00487; that is, one cost about four times as much as the other. There are many factors which may have caused this wide variation, some of the most common being noted below:

Losses due to improper design or installation—Boiler and engine not of proper size; boiler and engine improperly installed; furnace not suited to fuel; poor draft; grate area and furnace not properly proportioned; heating surface not properly proportioned; breeching and uptake not properly designed; chimney improperly proportioned.

Losses due to improper operation—Coal lost in handling at plant; coal lost in ashes; coal lost in incomplete combustion; heat lost in radiation, in chimney, in air leaks, in setting and furnace, by excess air drawn through grate, by short circuiting of gases, by soot on heating surface, by scale in boiler, by feeding cold water to boiler, by leakage of water and steam, in exhaust steam, through worn valves and piston rings, by keeping too high steam pressure on boiler when not in use and in not systematizing the operation of plant.

Economy in the use of fuel is of vital importance, inasmuch as it materially affects the cost of making butter. It therefore behooves the creamryman to use every effort to reduce the fuel cost.—United States Dairy Division, Circular Letter No. 49.



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References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

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Big A. A. of C. B. M. Convention

AT CHICAGO DURING NATIONAL DAIRY SHOW

The meeting of the American Association of Creamery Butter Manufacturers, held in the Florentine room of the Congress Hotel on October 27th, during the National Dairy Show, was a great success. The attendance was large and the speakers as a whole were exceptionally good.

At 9:30 a. m. the executive committee had their session (before the general meeting). Arrangements were made at this meeting wherein Prof. F. W. Bouska would be engaged by the American Association of Creamery Butter Manufacturers during the summer months to act as expert or to assist the members wherever any trouble came up on the manufacturing side.

The regular program of the day meeting was opened at 10:30 with W. W. Marple in the chair.

The first speaker on the program was Prof. C. H. Eckles, of Columbia, Mo. There is no better posted man in the dairy world today on the production of milk and cream and the building up of a dairy herd than Professor Eckles. His theme was "Building Up of a Dairy Herd." He had records from the college giving the investigations of their experiments along this line, covering a period of 20 years. He showed conclusively the effect of a good sire in the building up of a herd. In one instance, the heifers produced from one sire showed a decrease in production as compared with the dams, while the reverse was shown by another sire in another instance.

The unfortunate thing about a meeting of this kind is the fact that farmers, who should have been present, were not there. Prof. Eckles' speech was a remarkably strong presentation of fundamental facts on underlined principles of successful dairying.

At the close of Prof. Eckles' address, Mr. Glover gave a remarkably good talk. Mr. Glover's talk was along the lines of practical common sense in building up and maintaining a dairy herd. He showed conclusively that it was not necessary, where alfalfa and corn silage could be had, to feed very much grain. We heard very many favorable comments on Mr. Glover's talk.

Following Mr. Glover on the program was the secretary of the American association, G. L. McKay. He talked on oleo-margarine legislation. He showed the necessity of organization and the importance of getting organizations in various states so that the farmers could get in touch with their congressmen who were their direct representatives at Washington. He pointed out the fact that the average congressman was very anxious to serve his constituents favorably and it was up to the farmers in the community to let their congressmen know what was needed. If obnoxious legislation came up on the oleo-margarine question, the state organization could get in touch with the farmers in the community much more readily than any organization could in Washington.

The meeting adjourned at 12:30 and convened again at 1:45 p. m.

The first speaker on the program in the afternoon was H. S. Johnson, president of the Fox River Butter Company. He gave a very interesting and practical talk on "Marketing of Butter" and emphasized the importance of quality. We hope to have Mr. Johnson's address published in full as it is of great value to everybody interested in the manufacture of butter.

Following Mr. Johnson on the program was Governor Eberhart of Minnesota, who gave a very practical and humorous talk. Governor Eberhart is a good speaker and his address was appreciated very much by everybody present. He talked along the lines of dairy education and the great work that has been accomplished in Minnesota by all branches of the dairy business.

At the close of Governor Eberhart's speech, Prof. C. Larsen, of Brookings, S. D., opened up the real discussion of the afternoon on cream grading. This subject brought forth a great deal of discussion. Eighteen pure food or dairy commissioners were present at the meeting and many of these gentlemen participated in the discussion. Every speaker, in fact everybody present, whether professor, food commissioner or manufacturer, emphasized the importance of cream grading or some method to improve the quality of the raw material. The general consensus of opinion seemed to be that too much competition was responsible to a very large extent for the poor quality of cream.

Commissioner Hine of Kansas followed Prof. Larsen on the program and gave an outline of the work they were pursuing there. He reported that they were improving the quality of cream by grading and paying 3c more for No. 1 cream. On the other hand, Commissioner Helme of Michigan was of the opinion that cream grading would not be satisfactory, that competition was too severe for cream buyers to ever maintain the grading system and that it would be impracticable. He maintained that they had tried it in Michigan and it had failed. He then stated that they passed a sanitary law in their state that was much more effective than cream grading. This sanitary law requires that every farmer shall keep his separator out of the barn, or keep it in a separate building where there is no danger of contamination of the cream. It further provides that the separator shall be washed every time it is used, and that parties not complying with these rules shall be subject to a fine or imprisonment, and parties buying such cream knowingly shall also be subject to a fine or imprisonment. He stated that his office had notified all the farmers regarding the sanitary law that was passed and the result was that it had a very advantageous effect. We were very favorably impressed with Mr. Helme's remarks. His talk was practical and to the point. Punishing the man who produces bad cream

as well as the man who buys bad cream is a new and equitable idea.

In the past, all attempts at legislation have been against the manufacturer, hence most of such legislation has been a failure. While no definite plans were formulated, we believe the results of these discussions accomplished a great deal of good from the facts shown that every state where the small hand separator is used has its problems with poor cream.

Following this discussion Professor Mortensen, of the Iowa State College, gave a very interesting talk on his trip abroad. He spoke particularly on the necessity of beautifying the creameries.

Prof. F. Rasmussen, of Durham, N. H., followed Prof. Mortensen. His talk was not only interesting but instructive. He quoted a lot of tables showing the cost of production in the east as compared with the west.

At the close of Prof. Rasmussen's address, Prof. C. W. Larson, of Pennsylvania, gave a very forcible address on Pennsylvania as a state, showing not only its importance in dairying but the magnitude of its mineral resources.

Resolutions prepared by J. H. Rushton, president of the American Association of Creamery Butter Manufacturers, were introduced by Geo. E. Haskell, president of the Beatrice Creamery Company and unanimously carried. These resolutions, condemning the use of butter and other dairy products in the manufacture of oleo-margarine, and upholding the color distinction between the two products, have already appeared in several of the dairy papers.

Resolutions upholding the net weight law were also passed.

The meeting adjourned at 5:30.

At 6:30 between 300 and 400 guests were seated in the gold room at a banquet which was one of the best that has ever been given by the organization.

Attorney Percy B. Eckhart, of Chicago, acted as toastmaster and delighted the guests with his clever ideas and brilliant wit. The speakers were all exceptionally good.

The first speaker on the program was Prof. H. E. Van Norman, president of the National Dairy Show. His subject was "The Young Man." He showed the need of mature advice and guidance.

Dr. R. A. Pearson, president of the Iowa State College, followed Prof. Van Norman with an excellent talk on "The Necessity of Agricultural Education," which was full of new and valuable ideas.

Following Dr. Pearson on the program was Dr. H. B. Favill, a noted surgeon and breeder of Holstein cattle. He outlined in a masterly manner the necessity and benefit of keeping pure bred cattle, for the purpose of building up or improving the herds of the country.

Dr. Favill was followed by Prof. P. G. Holden, the well known soil and corn expert, who gave an excellent talk on the importance of training the young and dealing fairly with them. He emphasized the importance of giving the young people on the farm an interest in some one thing that they could call their own, so they would realize they were partners in operating the place.

Following Prof. Holden was W. W. Marple, the last speaker of the evening. His subject was the "Trail of the Lonesome Cow," tracing her from Plymouth Rock and noting her progress down to the present time. Humor and fact were here cleverly interwoven.—G. L. McKay.

From the Churn to the Market

J. J. ROSS at the Minnesota Convention

I am certainly glad to be present and be able to address the members of the Minnesota State Butter and Cheesemakers' Association. When your secretary invited me to address this meeting, I accepted with pleasure for I thought that this would be an excellent opportunity to meet and get acquainted with Minnesota brother butter-makers and dairymen, and be able to exchange ideas in a co-operative way. Do you know there has always been a very friendly feeling between the buttermakers of Iowa and those of Minnesota? It has been my pleasure to come in personal contact with a number of Minnesota workers and I will say that if your association is made up of the kind of men whom I have met, Minnesota may well feel proud of her citizens who are engaged in dairy work, and I can well understand how it happens that you have gained the distinction of being the "Bread and Butter" state, besides carrying off all of the banners.

I was simply surprised to see such wonderful feed and such thrifty cattle as I viewed from the car window on my way through your beautiful state; and after seeing these things and the conditions which you people are blessed with, together with the manner in which you take care of the raw material, it made it much easier for me to see the honors go to our neighbors on the north, and now I can understand more clearly why Iowa is such a good place—she joins Minnesota. I would like to see more co-operation among our dairy states. I think it would be a great benefit to become more as one, especially since our interests are mutual.

When I first read the subject which your secretary assigned to me "From the Churn to the Market," my first thought was that there was very little to be said about the subject as I had very little experience at the market end, and it also seemed that the important work at the churn end was before the butter left the churn. But the more I thought about the subject the more important it became and I will try to tell you about some of the things that, in my opinion, are important in handling butter from the churn to the market.

There has never been a time in the history of the butter business, as well as all other food products, when they required more attention as regards sanitation and attractive appearance as at present and since our United States congress has opened the markets of the world to our country, it becomes more than ever important that attractiveness and sanitation be paramount. What I mean by that is, that the finished product such as butter and cheese and the packages in which they are packed be as near perfect as possible, for do you know that the buyers of butter and cheese are getting more critical all the time? The reason why they are getting more critical is because the consuming public is getting more and more critical. This condition has been largely brought about through the work of the dairy and food departments of our different states regulating foodstuffs and demanding sanitary conditions which when being brought to the attention of the consumers, they in turn demand things to comply at all times.

I hope that you will pardon me if I digress from the subject just a moment to call your attention to the fact that there is a demand for attractiveness in all walks of

life and the buttermakers may profit and make life more easy if they will consider this matter of having things attractive not only in the butter and packages but also in their creamery surroundings. This has been demonstrated very clearly to us in Iowa since, through the advice of Professor Mortensen, the Iowa State Dairy Association took up the matter of having a "creamery beautiful" contest. The results have been very gratifying for we find that it is not only an inspiration to the butter-maker to do his work better but it is a great factor in enthusing the patrons of the creamery and as a result the butter-maker has much less trouble to secure quality in the cream delivered. Briefly stating the proposition, the buttermakers are asked to beautify their creamery grounds by planting trees, shrubs, flowers and otherwise improving the appearance of their creameries. As an inducement our association offers prizes to the plant showing the most improvement and most beautiful appearance. Could you visit the butter-maker, Mr. Stuessi, of the Thorpe creamery, or Mr. Bollig of the Fenton creamery or Mr. Thomas of the Clear Lake creamery, they would tell you that since undertaking this work it is much more easy to secure good raw material, as the idea of cleanliness and neatness is catching and the patrons absorb some of the spirit. In this connection the butter and packages from the churn to the market is important.

It has been my pleasure to assist in scoring quite a lot of contest butter at both state and national contests and I have also visited the butter cellars in the markets and have seen the butter as it arrived from the creameries and I desire to say that unless you have seen the same thing you would be surprised to see the difference in appearance. You would hardly recognize your shipment as being the same that started from your creamery. So many shipments of butter are roughly handled by trainmen and transfer men the tubs in many cases become dirty, the lids and sometimes the tubs become broken. This rough usage on the part of someone leads the railroads to make a ruling to attach two tacks in each end of the tub tins. Now if this condition of appearance could be avoided in some way it would be a great help and an important improvement. There is such a vast contrast between the appearance of the average creamery shipment of butter when it arrives at the commission house to the appearance of contest butter which is sent for exhibition purposes. For the contest the tub is usually placed inside a 60-pound tub and when it arrives at the destination it is removed in the same condition as when put in, and I want to say that if it were possible to have the regular make of butter arrive at the market in as good condition as the contest butter, it would mean a much higher price paid to the shipper. This leads to the thought, would it not pay to burrap each tub of butter? I believe it would.

Another thought which has come to me in connection with this work is that were we as particular with packing the butter in the tubs and arranging the paper liners and salt on our regular make as we are with contest butter, it would help a lot. This was brought to my attention very strongly at the scoring of the National Dairy Show butter recently in Chicago.

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Modern Buttermaking and Dairy

Arithmetic (regular price \$1.50)

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We had completed the scoring when we were visited by several representatives of butter buyers in Chicago. In speaking of the exhibit one of the gentlemen made this remark: "If it were possible to receive such butter put up in packages in so neat a manner in our regular receipts the trouble of the butter seller would in a large degree be eliminated." And I want to ask the question, why not? Were I to advise you about preparing the butter for shipment, I would advise to prepare each and every tub with the same care and painstaking that you do in preparing a tub for a contest, for I wish to say that while the appearance cannot affect the flavor of the butter it certainly does influence the careful buyer. You have already been instructed as to the manner of folding over the top liner, etc., so I will not take the time to explain but I would advise you to think over the matter of neatness and also the advisability of using a burlap to protect in shipments.

Another thought which I might call to your attention is the manner of placing the butter on the market, whether in tubs as has nearly always been the custom or whether it would be advisable to do more printing at the creameries. You would be surprised to learn the enormous amount of butter which is being printed before offered for sale. Would it not be profitable to do this work at our creameries. It is certain that some of our large manufacturers find it profitable to print their butter. They do not stop at a pound print but are putting large quantities in one-fourth pound prints. This, of course, necessitates a lot of extra help but it certainly pays or they would not do it. If you were to visit some of our large butter factories you would see large quantities of butter put up in one-fourth pound prints each wrapped in parchment and the four wrapped and placed together in a one-pound carton. This is done to attract buyers. The shoppers in this day and age of the world are looking for something different. See how many ways the foreign cheese are prepared for market, all of which is very attractive. Among the exhibits at the National Dairy Show butter exhibit was a package from California. This butter was printed in one-pound prints about four inches square and about one-inch thick and on top was a division line across each way making four small prints and on each print was the initial of the creamery. This was so arranged to allow the purchaser the privilege of buying one-fourth pound if so desired. I understand these people receive a very fancy price for their butter on account of the manner of handling and displaying their goods. An exhibit from Virginia showed very attractive appearance cut in one-fourth pound prints which shows a desire on the part of the maker to advertise his product. Along this same line it is told of a certain maker in New York who has made a reputation for himself by attractive and cleanly surroundings to the extent that he is able to secure \$1 a pound for his product. He began by building a small but extremely clean and sanitary building. The side walls, ceilings and floors are white enamel and everything spotlessly clean. He advertises that between the hours of 9 and 10 o'clock a. m., he will offer for sale rare creamery butter at \$1 per pound. At first the people came through curiosity but when the 10 o'clock came and the place was closed until 9 o'clock the next day, they began to arrive at the hour advertised and through the manner in which the butter was handled in this most sanitary place, the business gradually enlarged until he was able to dispose of his entire output and the quality of the

butter was no better than is made in our average western creamery. These illustrations are meant to show you the importance of preparation of our products in order to have them attractive and consequently cause a greater demand for our own country's goods.

I will say that I am very proud of the showing of butter from Minnesota, Iowa and Wisconsin at the National Dairy Show as compared with some of the other states. It shows ability and a desire on the part of our makers to put the contest butter, especially, up in an attractive manner. Do you know that it is getting almost impossible for Jim to tell the difference between a Minnesota tub and one from Iowa by the outside appearance, as they look exactly alike?

In conclusion I wish to say in connection with what my friend Mr. Crump said in last week's Record that I hope to see a large and mighty good butter exhibit from Minnesota at the National at Mason City next March and want to warn you that Iowa will give you an awful chase, but if we lose again it will be to the greatest butter producing state in America—Minnesota.

The Bradner Company, of Seattle, Wash., will establish a branch plant at Ellensburg. This was decided upon following the consolidation of the Alberta creamery and Spring Creek co-operative creamery.

A new creamery is being built at Grandview, Wash. L. F. Meyers is the owner. It is a small plant intended only to supply local markets.

The Mississippi Creamery Association has opened its new plant at Jackson.

Blue River, Wis., is to have a creamery early next year.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D." care The Creamery Journal.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—By a thoroughly experienced buttermaker, in a small plant or as helper in large plant. No boomer. Married. Good recommendations. State wages and output in first letter. Address Box B, Devon, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

WANTED—One small or medium sized, second-hand Wizard or Jensen combined pasteurizer and ripener, in good shape; Wizard preferred. Also, one second-hand 90-pound Improved Friday butter printing and cutting machine in good shape. Answer at once, naming price. Address J. G. Stallsmith, New Lexington, Ohio.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—By young first-class buttermaker, five years' experience in up-to-date creameries, whole-milk and gathered cream. Holder of engineer license. Can also operate gasoline or kerosene engines. Am single. Can come on short notice. Know how to pasteurize and make starter. High class references. Address Jas. E. Klemmer, St. Lucas, Iowa.



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THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 21

WATERLOO, IOWA, DECEMBER 1, 1914

FIFTY CENTS A YEAR



Published by FRED L. KIMBALL CO., Waterloo, Iowa

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Madison, Wis., Oct. 2, 1914.

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I will say with my experience with the clarifier and handling milk that there ought to be a law passed prohibiting anyone from selling milk or offering milk for sale without its first being clarified; and if the public could see what the clarifier removes from milk I know they would demand it to be clarified before they would use it. I have used cotton and best strainers I could get, sanitary barns and clean milkers, and I will say if I had to give up the clarifier I would quit the milk business.

I had the Chief Chemist of the Wisconsin University make tests of my milk for bacteria before clarifying and after, and the clarifier cut the bacteria count down one-half. After using the clarifier four weeks, we were very busy and did not use it. It was not three days before some of my patrons complained of our milk not being so good. We started the clarifier again, and have not had one complaint since.

I would like to see every milk man in the state use a milk clarifier as a safeguard to the health of small children. People are willing to pay a good price for a good clean article.

Yours truly,

DR. EDWARD H. DREWS.

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 21

WATERLOO, IOWA, DECEMBER 1, 1914

Fifty Cents a Year

Use of Neutralizers in Buttermaking

By PROF. G. L. MCKAY

Of late this subject has received considerable attention in the dairy papers. This was undoubtedly due to the fact that the Minnesota legislators, at their last session, passed a law prohibiting the use of all kinds of neutralizers. This law possibly was passed at the instigation of the little creameries, no doubt with the idea of trying to handicap the large creameries. The use of neutralizers is a very old custom. It dates back at least 50 years. The term "neutralizer" was not always used, however. My father-in-law, who built one of the first cheese factories in Ontario, Canada, and who also had a large herd of dairy cattle, used a neutralizer sometimes at this early date, when a can or two of his Sunday morning's milk was found slightly changed Monday morning.

The neutralizer he used was a solution of soda. This he added to the cans of milk that were slightly sour and he did not mix the milk of these cans with the fresh milk until just before adding the rennet, hence he was able to use this milk without any loss. This was only used in a case of emergency.

As far as I know I was the first to use neutralizers in buttermaking. A number of years ago I conducted experiments that lasted for several months, using various kinds of alkalies. A large butter manufacturing firm in Omaha was the first, to my knowledge, that used lime-water commercially in the manufacture of butter. Doctors Russel and Babcock, from Wisconsin, discovered and recommended viscogen, which was composed of cane sugar and lime, for restoring the natural constituents to cream that had been pasteurized. It is needless for me to say that if these noted scientists had thought that the lime was injurious to health, and they were in a position to know as well as anybody, they would not have recommended its use.

I cannot understand why any objection should be raised to the use of lime-water to correct the acidity in cream. In the first place, lime is one of the natural constituents of milk, cream and butter. The person who drinks a glass of milk would consume $1\frac{1}{2}$ times as much lime as would be found in a pound of butter. An infant's feed of milk containing a teaspoon of lime water that the physician prescribes for the baby will also contain about $1\frac{1}{2}$ times as much lime as is found in a pound of butter. A person who drinks a glass of water in a limestone region consumes more lime than is found in a pound of butter. If this is true, then the opposition to the use of neutralizers, especially lime-water, cannot be from a health or sanitary standpoint. There is no more logical reason why lime-water should be prohibited for correcting the acidity in cream than there would be in

prohibiting the use of starters or pasteurization. Pasteurization reduces the acidity in cream to some extent and in adding a starter to cream we are doing it for the purpose of souring it.

Lime-water does not remove any of the objectionable odors in cream. It merely neutralizes the acidity. In addition to this, neutralizing enables the manufacturer to pasteurize sour cream without having a great loss of fat in the butter-milk, as it keeps the casein in a flucculent condition, especially where lime-water has been used before the cream is pasteurized. The intelligent use of lime-water as a neutralizer will prevent metallic flavor in butter.

In this country at the present time, probably about 95 per cent of the butter made in factories is manufactured from hand separated cream. The hand separator has come to stay because it is more economical for the farmer to separate his own cream on the farm than to hitch up a team and haul his milk to a factory, no matter how short the distance. In addition to the above, he has his own sweet skim-milk for his young stock, thus avoiding any danger of contamination from other herds.

With the great majority of people who

patronize creameries, dairying is a side issue, therefore they will not deliver cream daily. This means that cream will be delivered by possibly 80 or 90 per cent of the patrons in a more or less sour condition. When the manufacturer gets this cream he can neutralize this acid with lime-water made from chemically pure lime and then pasteurize the cream and destroy the bacteria present. Then he can use a pure culture for ripening the cream, thus making a purer and more sanitary grade of butter.

I am informed that two of our prominent dairy schools are neutralizing butter-milk, one in preparation for making cottage cheese, the other in preparation for condensing.

You cannot enforce too many restrictions on the farmer at the present time, or he will turn to other lines of agricultural pursuit where less labor is required, and give up dairying.

There is no use of us talking about ideals when ideals do not exist and will not probably for some time. If we can make a better grade of butter and a more sanitary butter, why should we not have the right to do so? If we were adding any injurious substances, then I would say, by all means prohibit it.

I cannot understand why any objection should be raised to the use of lime-water to correct the acidity in cream. I believe if a case ever came before the United States Supreme Court, it would hold that every manufacturer of butter has the right to use a harmless neutralizer like lime-water, which is one of the natural constituents of milk, cream and butter, and that any state statute which attempted to deprive him of that right was unconstitutional as an unwarranted interference with the right to conduct one's private business as he wishes when the health or safety of the public is not concerned. The right to use artificial coloring matter in butter when the natural color is lacking is unquestioned. Why, then, should there be any objection to using lime-water to neutralize the acidity in cream? The sugar manufacturers use lime solution in the process of manufacturing sugar and there has never been any suggestion that such a practice was unjustifiable.

A few years ago we had some experiments conducted on this subject in connection with three of our leading universities by their chemists and bacteriologists. Not only were the experiments conducted with the butter but also with the cream before being neutralized and after being neutralized. Butter was tested from one of our leading whole-milk factories as well as from farm dairies. The farm butter showed a much higher per cent of lime than the butter made from centralized cream which

(Continued on page 22.)

Extra! Extra!

On the back cover page of this issue we are announcing a Special Christmas Offer of The Creamery Journal one full year beginning January 1, 1915, for 25c.

Creamery managers, secretaries and members of boards of directors are not familiar enough with the business they control. We urge buttermakers to tell their manager, secretary and every member of their Board about this special offer and get their subscription. We want at least four subscriptions from every co-operative and stock company creamery, and are asking our buttermaking friends to lend co-operation to the extent of bringing it to their attention.

We thank you in advance.

THE CREAMERY JOURNAL.

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Your Own Banker; The Creamery Journal.**Wisconsin Scoring for November**

H. E. GRIFFIN, MT. HOREB, HIGHEST, SCORE 95.83

The quality of the butter entered at the November scoring held at Madison on the 16th should be classed as good butter. It was not fancy, but a product that goes well. There were individual tubs that were fancy and represented good raw material, whole-milk or cream only one day old.

There were also several tubs of so-called low grade butter made from a very tainted product, and naturally contained a foreign flavor, namely, gasoline, fishy, etc.

The average score for the 85 exhibits was 92.15. A very large per cent of the entries scored between 90.5 and 92.5.

During the past month several creamery men and factory operators have written to the dairy department calling for information regarding the exhibition work that is conducted by the dairy department, College of Agriculture. The tubs of butter that these men entered for the November scoring mark a beginning of work that in the future will mean a great deal to the creamery company and its patrons. The score placed on some of this butter was not as high as the score indicated by the maker, but it corresponded very closely with the statement furnished with reference to the kind of raw material that was received.

Several men have indicated on the method blank that the make of butter has kept up well. This is natural because of the rather open fall and the abundance of feed that the dairymen have stored up for their winter's supply.

A short time ago some of the milk producers in one section of Wisconsin made the remark: "We have enough feed this year to supply twice the number of cows on our farms." An abundance of feed should also have a tendency to favor a better grade of milk and cream being produced because more waste material will be used for bedding.

A large number of the creamerymen make a close study of the work of the scoring exhibition. This in a large measure has helped to bring results that mark progress. From one factory the butter showed an improvement over last month. The man that made the butter stated, "This is a better tub than I forwarded to Madison last month. The improvement being due to the condition of my raw product. The changing early in the season to collecting cream twice per week in place of three times lowered the quality of the

cream because the weather was too warm." Too many creamery companies make the same mistake, but to them it is a question of reducing the cost of manufacture. They hold that the lowering of the quality a trifle does not reduce the price received for the butter. One man who noticed the gain in price that was received for the butter made from the good cream decided to make certain changes in the plan of operation for the coming year that will result in nothing but good butter being made. The one big drawback that this party must contend with in making every patron follow certain rules, is that in the outlying districts patrons of other factories delivering the cream less frequently will receive fully as much per pound for the butter-fat, because it is possible to sell butter that some commission men score 87 for the same price as the butter that is made from clean, good-flavored, raw material and scoring 93 or higher. The cost to the producer and the creamery company making the good butter is much greater than for the competing parties that put out a lower grade of butter.

The plea for good raw material has brought results, but not to the extent that it should, because of the demand for butter under existing competition on the part of the buyer.

A large number of the men that enter butter for scoring exercise great care in putting the package in the best possible condition.

1. The tub is clean and well soaked in boiling and then cold water.

2. The bottom circle placed in position first after a little salt has been sprinkled on the inside of the tub.

3. The liner neatly placed in position after first being placed in boiling water for five minutes and then placed in cold water.

4. The butter well packed, leaving but few openings and the surface cut even with the top of the tub.

5. The cheese cloth circle placed on top of the butter and then sprinkled with a little water and then covered with a little salt.

6. The cover fastened with four tins having two tacks in each end

7. Do not use tins having four tacks when they are received from the supply house. The extra tacks should be driven in after the tin is first fastened on the cover and the tub.

8. The butter should be reweighed on the day of shipment in order that the original weight of butter packed in each tub may be checked up.

December Scoring Next.

Every person that entered a tub of butter for the November scoring should send a package to Madison for the month of December.

The judging of the butter will occur on Monday, December 7th.

The following is a list of the men who received a score of 90 or more and who wish to have their scores published:

	Score	Water	Salt
Robt. S. Anderson, Northland.....	94.66	14.2	4.3
Chester Bishop, Whitewater.....	91.16	12.8	1.8
L. L. Bolstead, Basco.....	95.50	13.5	3.2
J. B. Beadle, Millville.....	91.33	13.0	1.1
Brannon Co-op. Cry. Co., Ogema.....	92.50	13.0	2.7
Brannon Co-op. Cry. Co., Ogema.....	92.16	12.0	2.6
Brannon Co-op. Cry. Co., Ogema.....	92.16	12.9	2.7
M. Christopherson, New Franken.....	92.00	...	...
Hans Christenson, Rose Lawn.....	95.00	15.1	1.6
William Carl, Bayley.....	90.66	12.6	2.0
R. C. Cleaves, Iola.....	93.00	13.4	3.0
O. Christenson, Nelsonville.....	92.66	13.8	4.1
C. Christenson, Amherst Jct.....	93.16	13.1	1.3
Christ Christenson, Neillsville.....	95.33	14.2	1.3
H. De Collier, Cambridge.....	91.66	15.2	2.9
Val Dressler, Louisburg.....	91.16	13.9	3.4
W. J. Dehn, La Valle.....	90.00	16.3	2.3
Carl Engel, Thiensville.....	92.00	12.1	1.3
Sam J. Edge, Patch Grove.....	92.16	14.1	1.8
John Fjellstad, Elroy.....	90.00	15.7	3.1
Joel Gilbertson, Westby.....	91.66	13.8	3.0
R. A. Garlick, Neshkora.....	91.66	13.7	3.4
H. E. Griffin, Mt. Horeb.....	95.83	13.6	2.3
Frank Kuehnhold, Waupaca.....	92.50	13.8	3.5
T. J. Hanlon, Prescott.....	90.83	13.2	2.5
Ole J. Hansen, Hazel Green.....	90.66	12.7	3.0
G. E. Jordan, Amherst.....	92.16	16.0	3.6
Carl Jorgenson, Rose Lawn.....	95.66	13.9	2.0
Martin Jensen, Brandon.....	91.83	13.2	4.0
H. C. Jockinson, Bark River, Mich.....	92.83	14.9	3.4
H. A. Johnson, Westby.....	92.16	13.0	2.4
A. M. Kelnhofer, Blenker.....	92.00	13.2	1.6
John Kochheiser, Bellville, Ohio.....	93.16	13.6	2.1
P. Kristenson, Cushing.....	95.16	11.7	2.5
P. Kristenson, Cushing.....	95.00	13.2	3.0
Paul Kottke, Cedarburg.....	91.50	12.7	2.0
R. S. Long, Westboro.....	90.16	15.6	4.0
Peter Lund, South Kauwana.....	92.33	12.5	2.0
Theodore Lennartz, Frederic.....	92.16	13.3	2.4
Earl Longteau, Green Bay.....	94.50	14.5	3.2
Olaf Larson, Fennimore.....	92.00	14.2	1.6
Axel Larson, Charles City, Iowa.....	91.33	12.9	2.3
F. J. Mathews, Brill.....	90.66	13.6	1.8
Frank Meisner, Fennimore.....	92.00	13.0	2.0
A. C. Marks, Shennington.....	92.16	14.1	2.1
W. A. Moyes, Ironton.....	93.16	13.6	2.1
Norman Mayenschein, Hillsboro.....	91.83	15.3	2.7
North Andover Dairy Co., North Andover.....	91.83	15.8	3.0
A. M. Newman, Black Earth.....	91.00	13.1	2.4
Harry Nichols, Elkhorn.....	95.66	14.7	2.5
H. P. Nielson, Nora Creamery, Deerfield.....	91.33	14.7	2.3
Frank O'Hearn, Melrose.....	90.83	13.3	2.0
W. F. Paulson, Phillips.....	92.00	12.9	1.8
Hans Peterson, Warren.....	91.33	14.0	3.0
Frank D. Packard, Deronda.....	91.83	13.8	2.8
P. E. Peterson, Hersey.....	91.16	13.8	2.4
Louie Peterson, Bonduel.....	93.50	13.5	1.7
Jacob Ringer, Durand.....	92.00	14.0	0.9
F. S. Root, Rudolph.....	93.66	13.8	1.6
C. M. Sanford, Amherst Junction.....	91.16	13.1	3.1
P. Severson, Neillsville.....	91.66	15.3	3.0
John J. Sarauer, Clinton.....	91.50	13.7	1.7
John Schiller, Peebles.....	95.50	12.5	3.0
J. N. Vassau, Amory.....	91.83	12.9	2.3
Alfred Waldhart, Medord.....	92.50	14.3	2.3
Wycena Cry. Co., Wycena.....	91.83	12.0	2.2
D. F. Wallace, Alma Center.....	91.66	13.8	3.2
A. C. Williams, Augusta.....	91.66	12.2	2.7
A. C. Williams, Augusta.....	92.50	13.8	3.8
F. M. Werner, Waterloo.....	94.66	13.9	1.8
F. M. Werner, Waterloo.....	94.83	13.7	3.2
F. M. Werner, Waterloo.....	91.33	13.3	1.9
Elmer Zimmerman, Merrill.....	92.50	13.9	3.2
F. M. Werner, Waterloo.....	95.00	13.0	3.2
H. H. Whiting, Johnson Creek.....	93.00	13.8	1.7

—C. E. Lee.

Must Pasteurize Skim-milk.

Orders have been issued by W. B. Barney, state food and dairy commissioner of Iowa, to the creameries of the state, directing that all skim-milk, butter-milk and other products sent back to farms for feeding, be pasteurized. This move is made after a conference with Dr. J. I. Gibson, state veterinarian, who is in charge of the fight on the foot and mouth disease in cattle in this state.

The commissioner suggests that milk used in cities should be pasteurized as a sanitary measure. The pasteurization of all materials sent back for feeding is made compulsory. The cans and pans in which milk is delivered to creameries also are to be thoroughly cleaned before being returned.

The first annual report of the Groton S. D., creamery shows a very successful year. They manufactured 68,567 pounds of butter.

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For all purposes. Cold Storage doors. Mineral wool, cork, lith and linofelt insulation. Solid or sectional.

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Where the Temperature Is 120° to 130° F. in Summer

Only those who work in places where the temperature often touches 120° to 130° in summer can really appreciate the difficulties of buttermaking under such conditions.

One buttermaker working under such difficulties writes as follows: "It is my pleasure to advise you that I have been able to score the highest of any buttermaker in the state, during our hottest month, viz. July, and I want you to know that



had a lot to do with my high score and I will ever be a faithful user of it."

It is that added cleaning value which butter and cheese makers receive from Wyandotte Dairyman's Cleaner and Cleanser, insuring perfect sanitary cleanliness even in the most extreme circumstances, but which is not obtainable with any other cleaning agent, that makes Wyandotte Dairyman's Cleaner and Cleanser the choice of four out of every five factorymen whom you meet.

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Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

James Sorenson, in a recent article in the Dairy Record, comes across with quite a flow of language relative to the work "your humble servant" was supposed to have done while in Minnesota. I think, in view of the fact that I have had a closer acquaintance with the gentleman than he, that he has spread it on rather thickly, but Jim is a mighty good fellow and means all right, so we will forgive him this time.

The thing that pleased me most was that he sanctioned what I had to say relative to making butter to score high at the conventions. I have talked with several since writing that article and they also have agreed with it. While at the Minnesota State Butter and Cheese Makers' Convention at St. Paul recently our own Prof. Mortenson made the statement that the Danes used this method of low ripening in making their fine butter. Of course, Prof. won't admit but that all the butter the Danes make is good butter, therefore this must be their general method.

I expected there would be some letters written in to The Creamery Journal taking the other view of this cream ripening proposition, but as there have been none so far no doubt most of the boys believe this is the right way. If so, I trust they will make use of this method in making their butter for the next state contests and see how it compares; then when you come up against the judges at the national convention, you will be right in line.

After having missed several of the Minnesota state conventions, I had the pleasure of attending the one this year and it seemed good to get back among so many of the boys that I have known and worked with for a good many years. They put on a fine convention but it seemed to me that it did not have the snap and go to it that used to be there some years back. Now I would not say this if it had not been that I heard others say something along the same line. I wonder if a part of the reason is not that most all of us, even the boys in the much-battered state of Minnesota, are laboring with the poor cream trouble and this thing kind of overshadows all other topics. It seems one gets such a little ways when he takes up this subject, that it is getting a little wearisome and thus the meetings lose their snap.

Don't think that I am thinking or want to insinuate that the convention was not good; of course it was, but it seemed just

a little short of the high water mark that Minnesota always sets.

Say, but they do like to talk about those 12 out of 14 banners they have won. Not the buttermakers so much but the speakers outside and they figure how much better a per cent it will make when they get the next one, etc., etc. One buttermaker even told me that he did not work so very hard this year to win a diploma (you know this year the diplomas have a picture of all the banners on them) because he was going to wait and go in for a diploma this next year so that his diploma would have a cut of the other banner on it, which they were going to win at Mason City. Is not that assurance for you. We can see what a bunch we have to go up against, but I have heard that there is such a thing as overtraining and possibly there is a shadow of hope connected with that for us.

Minnesota took on somewhat the airs of a national meeting, having quite a number of buttermakers in attendance from Iowa, Wisconsin and the Dakotas, and we hope that when we have our meeting at Ames this winter, buttermakers from these states will come over and visit us.

The executive committee of the National Creamery Buttermakers' Association held a meeting at St. Paul and decided upon the dates of March 9th, 10th and 11th for our national meeting, so all can begin to figure to lay aside a few paltry dollars to cover the expense of the trip to Mason City, Iowa.

There will be prizes galore and \$1,000 for every 250 entries of butter. Arrangements will be made so that every exhibit will draw some of the money, no matter how the butter scores. Of course, those that score high ought to get enough to pay a good share of their carfare. It won't be any walk-away like it was back quite a number of years when Thor Moe of Minnesota drew \$166 for his share of the pro rata, but it will be well worth going after.

Let's break the record with 1,000 tubs of butter and give the judges indigestion for a month.

Turn to the back cover page and read about our Special Christmas offer—The Creamery Journal one full year for 25c. Think of it—only 1c per issue of the national creamery magazine.

The Dickinson, N. D., creamery is now owned and operated by Jensen Brothers.

Iowa November Educational Scoring

Below is a list of scores from the Iowa educational contest for the month of November. Those scoring below 90 are not included on this list. Thirty-eight entries were received for this scoring. We hope that more entries will be received for the December scoring, which will be held on December 11th. Butter for this scoring should arrive at Ames not later than December 9th.

The December scoring will be the last scoring held at Ames this year, except the one held in connection with the convention of the Iowa Buttermakers' Association. The date of this scoring will be announced by the secretary of the buttermakers' association, J. J. Brunner. The premiums for the educational butter scoring contest will be awarded at the Iowa buttermakers' convention and the silver cup which is offered in the three years' contest will also be awarded to the winner for the three years at the Iowa buttermakers' convention.

Scores.

F. C. Hinze, Hanlontown.....	96
H. P. Engen, Crystal Lake.....	95½
T. E. Sadler, Oelwein.....	95
J. J. Brunner, Strawberry Point.....	94½
E. A. Cole, Lamont.....	94
Fredsville Co-operative Creamery, Fredsville.....	94
H. C. Stendel, Scarville.....	94
F. M. Zell, Sumner.....	93½
R. E. Clemons, Burt.....	93½
J. F. Vandermeer, Orange City.....	93
H. Soballe, Coulter.....	93
G. J. Gudknecht, Owasa.....	93
John Paulson, Woden.....	93
W. H. Chapman, New Hartford.....	93
W. H. Eischeid, Waucoma.....	93
F. D. Warner, Northwood.....	92½
P. W. Peterson, New Hartford.....	92
Carl Hoveland, Lake Mills.....	92
Aug. M. Hein, Hull.....	92
M. E. McMurray, Nashua.....	92
J. J. Marx, Hospers.....	91
J. T. Ryan, Adair.....	91
D. W. Mohler, New Hampton.....	91
F. W. Stephenson, Oelwein.....	91
W. F. Schurke, Toronto.....	90½
E. M. Frederickson, Clemons.....	90½
Fred Lehman, Monticello.....	90½
W. A. Rizer, Scotch Grove.....	90½
L. Larsen, Royal.....	90
R. Jorgensen, Alta Vista.....	90

—M. Mortensen.

Canadian Government Aid.

Saskatchewan has adopted a comprehensive paternal policy in its attitude toward co-operative creameries and, according to W. A. Wilson, the policy is developing the dairy industry at a rapid rate. While in Minnesota Mr. Wilson is inquiring very closely into the administration of the Minnesota dairy and food department, the methods of inspection and of managing creameries.

"Saskatchewan is undertaking to build up a big dairy industry," said Mr. Wilson. "We are almost wholly a grain country now but wish to diversify as well as multiply our resources.

"The government is ready at all times to aid co-operative enterprises even to the extent of providing money.

"Whenever a community desires to establish a creamery, for instance, the prospects are investigated with care before the work is undertaken. If the country is not adapted for dairying or if there are not enough cattle in the country tributary to make the venture profitable, permission to establish a creamery is withheld. If everything is favorable the promoters can get money, if needed, at a low rate of interest.

"When the venture has been financed we prepare plans, watch the construction, if necessary, and see that the plant is in good running order before it begins work. All this is of great value, and is giving encouragement to the dairy industry.

"We go even further; we sell tub butter

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References: Corn Exchange Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

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No order is too small or too large to receive our prompt and careful attention. We are bound to please you

Everything for the dairy industry needed by you can be purchased directly from us. Back of each purchase stands the C. P. guarantee of quality. Are you protecting yourself in your purchase of supplies? Make sure from now on.

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Omaha, Neb.

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Waterloo, Ia.

for them. Our creameries are not so favorably located with reference to the big markets as yours of Minnesota.

"Your creameries fill a car in a week or in some other definite period and forward it regularly to New York or some other market where top prices are obtained. We are

far from markets, and must watch the butter prices both east and west to take advantage of the best prices. To save the creameries much trouble we store and sell the output of the creameries that is not needed for local consumption. The plan has worked admirably."

not for consumption as such, but to be used for the manufacture of ghee.

Separation of Cream.

A dairy expert of the Government Agricultural Research Institute at Pusa, India, states that tinned butter is now largely produced in Gujerat (Bombay Presidency). Despite the absence of a ready market for separated milk, trade in tinned butter has developed considerably and the product is used in India, Burma and the Straits Settlements. The introduction of the cream separator some years ago has greatly aided the development of this industry. The cream is separated in the villages and sent to large centers like Bombay and Ahmedabad, where the butter is made and tinned. At Bombay the cream ripens on the way and is ready for churning on arrival. The whole process is carried out under insanitary conditions. Still the trade is firmly established and its success is a testimony to the value of an efficient piece of dairy machinery where conditions demand rapidity in handling the produce.

In Consular and Trade Reports for August 27, 1914, the article on "India as a market for American cottonseed oil" explained how ghee is manufactured in India. In both ghee and buttermaking in India the use of cream separators ought to be of advantage, owing to the superiority of separated over skimmed milk.

As mentioned in my report on "Military dairy farms in India," in Daily Consular and Trade Reports for January 10, 1914 every regiment in the British army in India now has its own dairy farm, under control of the Director of Military Farms for the Quartermaster General in India at Simla these farms making use of cream separators

Buttermaking In India

By HENRY D. BAKER, Bombay

Although the most important milk product of India is ghee, or clarified butter, obtained chiefly from the milk of buffaloes, yet for butter itself, which is the first stage in the manufacture of ghee, there is a considerable demand, owing probably to the difficulty of obtaining pure ghee. In manufacturing ghee it is sterilized so that it keeps for long periods, and is thus more suitable than butter for the hot climate of India. However, it is so much adulterated with fats and oils and is so difficult to obtain pure that the European element, at least, prefers butter.

Use of Butter and Condensed Milk.

Inquiry in both Bombay and Calcutta indicates that the consumption of butter is largely restricted to the European community, and although large quantities are made in Bombay, mostly from cream imported by rail from the Ahmedabad and Surat districts, this is distributed over India for European use, or else exported to East Africa, Burma and the Straits Settlements.

India also imports a fair amount of butter from Denmark, the United Kingdom,

and France, in the order named. The total imports for the year ended March 31, 1914, amounted to approximately \$142,000, as against about \$117,000 for the preceding year. A large proportion of the butter thus imported comes in tins. The imports of butter are not nearly so important as those of condensed and preserved milk and cream, which amounted during the year 1913-14 to about \$1,384,000, as against about \$1,228,000 for the preceding year. Many Indians purchase condensed milk of European manufacture to feed their infants and children.

Butter will probably not displace ghee as an article of consumption by Indians for various reasons: (1) The inherent keeping capacity of ghee due to the prolonged high temperature employed in its manufacture; (2) the ready adjustment of the market price of ghee to the requirements for various grades, by adulteration with sesame oil, coconut oil, and animal fat; (3) the prejudice against butter as an article manufactured under conditions that may have brought it under the ban of religion or caste. It appears, however, that there is a growing demand for butter among Indians

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REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

of the Alfa Laval type, fitted for driving with belt power, with fast and loose pulleys, and varying in capacity from 90 (hand power) to 440 (belt driven) gallons per hour and in price from \$136 to \$418.

Enlargement of the Government Dairy.

For some time, according to a press note issued by the government of the Bombay Presidency, the government of this province has had under consideration the enlargement of the scope of the present civil, or government, dairy at Kirkee, near Poona, the summer capital of the Bombay Presidency.

At present the civil dairy supplies milk to the Sassoon Hospital in Poona, to infants and invalids, and to a limited number of private consumers when circumstances permit. But the dairy's herd is too small to be worked economically. The daily yield of milk varies between 550 and 700 pounds, and when milk is scarce it often happens that the hospital requires all of it. On the other hand, the hospital's requirements are smallest when milk is most plentiful. If supply to private customers is stopped when it is most needed, they will naturally take steps to obtain milk elsewhere, and are not likely to return to the civil dairy when milk is again available. The result is that the surplus milk has to be converted into butter and eventually disposed of as ghee at a considerable loss, since it is impossible to produce milk in Poona where the cost of fodder is high and grazing nonexistent, in competition with villagers outside Poona, by whom the milk for ghee manufacture is produced under totally different conditions.

The agricultural advisers of the government have therefore recommended that the average daily yield of milk should be raised to 1,000 pounds in order to lower the cost of production, to meet more readily the fluctu-

ating demands of the hospital, to secure a more regular clientele, and to avoid much of the loss occasioned by the disposal of surplus milk in the form of ghee.

On consideration of this advice the government has decided that while the dairy should be essentially an educative and experimental institution, selling its produce to the hospitals in Poona in the first instance and after them to private consumers, the enlargement of its production to the extent indicated will be in the true interests of economy. The plan of the agricultural department, which provides for a daily output of 1,000 pounds of milk, has therefore been sanctioned. The dairy will be an integral part of the Poona Agricultural College. Its manager will teach to students of the college and to others who may wish to take a course in dairying the practical side of dairying, including the selection, care and treatment of dairy stock, while the teaching of chemistry necessary for a sound knowledge of dairying will be continued by Dr. Mann, principal of the college, and the assistant professor of chemistry. The buildings of the dairy are to be enlarged and a thoroughly up-to-date dairy and refrigerating plant is to be installed. In addition a small poultry farm is to be attached to the dairy, as it is considered that poultry farming is an industry capable of considerable improvement and extension if the government leads the way by instituting suitable experiments.

In the budget for 1914-15 the government of the Bombay Presidency has appropriated about \$32,000 for the improvements and extensions mentioned.

A list of the leading dairies in India, mostly in the Bombay Presidency, is forwarded [and may be had from the Bureau of Foreign and Domestic Commerce and its branch offices].

Foot and Mouth Disease

By H. O. SAMPSON

The appearance of foot and mouth disease in so many parts of the country makes it imperative that farmers and stockmen co-operate with the national and state governments in stamping out the disease. The following statements are given with the hope that those unfamiliar with the symptoms of this very contagious disease will inform themselves, in order that they may recognize the disease should it occur in their herds, and thus be able to report it to the authorities at once.

Foot and mouth disease, or aphthous fever, is a highly contagious, febrile disease, affecting chiefly cloven-footed animals. It is accompanied by vesicles or blisters, in the mouth and around the feet. The malady most frequently attacks cattle, sheep, goats and swine, but occasionally it attacks dogs, cats, and man; also the large herbivorous animals that are kept in zoological gardens sometimes contract the disease. One attack does not confer immunity, for the same animal may be affected repeatedly. In most other infectious diseases, one attack is rarely followed by

another in the same animal. Nearly every country has suffered from periodical invasions of foot and mouth disease, and some European countries suffer almost constantly from its ravages. The mortality is not great, as only about 1 per cent of the animals affected die, but the disease spreads very rapidly. From 25 to 75 per cent of the herds in a district are affected, and 25 to 50 per cent of the animals in a herd. There was an invasion in 1870, in Massachusetts and New York, another in New England in 1902, and another in Michigan, Pennsylvania and New York in 1908. In each case the disease was combated energetically and stamped out, and the loss was trifling. The present outbreak is more widespread, but with vigorous preventive measures and the killing of all affected animals it should be brought under control.

The cause of foot and mouth disease is a specific virus. The causal agent of the virus has never been isolated. The virus exists in the liquid of the vesicles, saliva, milk, excrement, urine and in expired air. It persists in manure piles and feeding troughs

for four or five months, and resists freezing. It may be retained for several months on the body of an animal that has recovered, and, during such time, the animal may contaminate others. The virus may be conveyed by infected animals, stable utensils, manure, hay and grain, clothing of persons going from farm to farm, dogs, cats, poultry and pigeons. Thus it is readily seen why the authorities stop the transportation of animals, hay, straw, etc., from areas where the disease is found. The virus enters the body through the digestive tract, in inspired air, and by means of wounds of the skin. Human beings may contract the disease from milk of infected animals and from handling these animals. The infection causes but slight annoyance in humans, and soon disappears when the use of the milk is stopped and cleanliness observed in handling the diseased animals.

Dr. H. C. Reynolds, the veterinarian of the International Correspondence Schools, describes the symptoms of the disease as follows:

"The first symptoms are a moderate fever, ranging from 103 to 105 degrees Fahrenheit; a dry, hot muzzle and mouth; an apparent tenderness in chewing; and grinding of the teeth. The animal resists efforts to examine the mouth and uses its tongue to grasp feed only with difficulty. Chewing seems painful, feed is dropped, and stringy saliva dribbles from the mouth. The tongue is worked around in the mouth with a smacking or clicking sound. The animal may show signs of soreness of the feet.

"In two or three days, vesicles, or water blisters, appear in the mouth and often on the feet, teats and udder; and the temperature of the animal falls. These vesicles are painful, and the teats and udder may be swollen. The vesicles appear as small elevations of the top layers of the mucous membrane or skin. They are from one-eighth to one-half inch in diameter and of a grayish color. They may grow larger and become filled with a clear, yellowish fluid. Several may unite to form a large, blister-like swelling. The thin epidermic covering ruptures and the cloudy serum leaks out; the thin skin easily peels off, leaving a bright red surface, slightly depressed, and surrounded by a clean, slightly undermined border of mucous membrane, or skin. The surface then becomes covered with a sticky, dirty-yellow exudate. When the yellowish exudate is scraped off, the surface looks red.

"From this time on healing is prompt and the border of the erosion gradually closes in. When the feet are very sore, the animal is stiff and lame and lies down much of the time. The animal may refuse to eat or drink for some days and may emaciate rapidly. Cows may give little or no milk and the udder may become inflamed and ruined. The entire course of the disease covers about three weeks. Many of the animals are left in a poor, debilitated condition."

Every precaution should be taken to prevent the spread of this disease. The best plan is to destroy all animals that have been exposed as well as all affected ones. Extreme care, too, should be taken to disinfect all infected quarters. If possible, old buildings should be abandoned or destroyed. Where this is not practicable, the woodwork should be cleansed with a strong disinfectant solution, the floors cleaned, the stable utensils destroyed and the manure burned. Dead carcasses should be burned, if possible; in case they cannot be burned they should be placed in deep pits, covered with quick lime and buried. Obviously,

(Continued on page 17.)

The Past Year In Iowa

INTERESTING FACTS AND FIGURES

Better butter and more of it from the dairies and creameries of Iowa. That is the hope of the state food and dairy department.

"We are in favor of cream grading. We are in favor of a law forcing the grading of cream in every creamery of the state. We are ready and willing to lend our assistance to any plant soliciting our aid. We want to see every creamery adopt an honest and conscientious grading system, and stick to it, and when that is done Iowa butter will be greatly enhanced in value."

That is one central suggestion in the report of Commissioner W. B. Barney. It is along the line of the educational work done to improve the butter industry of the state. But the report shows that some good is surely coming out of the work already done.

Iowa butter sells above the average price in the markets. It was better last year than the year before.

Iowa creameries made in the last fiscal year 92,865,921 pounds of butter which sold for \$29,413,902.27.

The average price received for this butter was, therefore, 31.78c a pound. The year before the Iowa butter sold for an average of 1.51c more per pound than the average price for extras. This year the price was 1.81c more, or three-tenths of 1c per pound more of a difference than formerly. This is not a great amount, but the increase was \$278,597, which in the aggregate is worth having. The average price was less than the year before. The output was reduced by dry weather. Here are some facts as to Iowa creameries and butter:

Number of creameries reporting, 506.
Number receiving cream by rail, 50.
Number using hand separators, 471.
Number hand separators reported, 77,749.
Number of patrons, 103,319.
Number of cows, 687,564.
Pounds milk received, 240,347,153.
Pounds cream received, 256,661,863.
Pounds butter made, 92,865,921.
Pounds sold to patrons, 3,768,478.
Pounds sold in Iowa, 11,337,247.
Pounds sold outside Iowa, 77,760,196.

The urging by the department of the policy of grading cream and paying according to quality is a part of the department's efforts to better the quality of the output. It is declared the whole present system or lack of system, is entirely wrong. The centralizers have been active in trying to put co-operatives out of business, but the department is lending aid to all who desire to form independent creamery associations where they ought to exist.

Inspection System a Failure.

One of the features of Mr. Barney's report is a frank acknowledgment that the scheme of having inspectors who go about the state, undertaking to do various kinds of work, is practically a failure. This idea of trying to have each inspector look after creameries, and groceries and weights and a lot of other things as he goes along, originated in this department and was started about four years ago. Mr. Barney declares that while in some cases it works out all right it is generally a failure and there has been no saving of expense. In an age of specialties it calls for specialists in every department.

The cost of the entire department, however, has been moderate as compared with

the cost of similar work elsewhere. In an adjoining state of less population than Iowa the cost of a similar department has been 2.94c per capita, whereas in Iowa it has been .58 of 1c. The department was never intended to be self supporting. The receipts of the department in 1909 were \$9,593.24, but the past year the receipts were \$43,842.40. The cost of the department was \$62,288.18. To the receipts should be added as a credit about \$5,500 in fines to the school funds of the state. The

cost also includes the cost of milk examination in large cities. The fees received by the department were as follows:

Inspection fee tags.....	\$15,825.15
Sanitary law licenses.....	11,349.00
Babcock test licenses.....	6,085.00
Scale inspection	2,750.00
Stock food inspection.....	2,575.00
Milk licenses	2,554.00
Scale tags	2,286.99
Cold storage licenses.....	218.75
Fertilizer licenses	120.00
Seed analyses	53.00
Feeding stuffs	26.00

There was a decrease in the amount of ice cream made in the state the past year.

There are 12 laws that are now enforced by this department.

Read This Quotation

From the issue of Hoard's Dairyman for November 21, 1913.

"The Dairyman should remember:

"When buying salt to be sure he is getting salt and not a mysterious mixture with a certain per cent of salt in it.

"If there is something wrong with the butter you are making right now, investigate your salt. It may be to blame.

"The grade of your salt has a great deal to do with the length of time your butter will stay good."

We have published, in an attractive booklet, the article from which this quotation is taken. This booklet would interest anyone devoted to the making of quality butter. A postal card will bring it. Address

Diamond Crystal Salt Co.

ST. CLAIR, MICH.

John J. MacDonald

12 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || **COMMISSION MERCHANT**
Fancy Creamery a Specialty || **43 Years' Experience**

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Important Cream Grading Conference

A meeting of creamery and dairy men of Missouri, southern Iowa, southern Nebraska, eastern Kansas and northern Oklahoma was held in Kansas City, November 19th at the Coates House. This meeting was to have been held in connection with the American Royal Fat Stock Show and the Southwest Jersey Cattle Breeders' Association Dairy Show, but these shows were called off through advice from the United States Department of Agriculture, on account of the foot and mouth disease. The meeting of creamery and dairy men and the banquet, to be given at night by the Southwest Jersey Cattle Breeders' Association, had been advertised and it was decided to have these meetings, even though the Royal and Dairy shows had been called off.

There were 75 creamery and dairy men from the above named territory at this meeting. The meeting was called to order at 10 a. m. by Dairy Commissioner Bennett. The principal object of the meeting was to determine, if possible, the standard for cream grading, or at least to define the different grades so that everyone would have a basis or foundation for the grading of cream, which they could understand and work on.

Some three months ago the dairy department of Missouri issued a cream grading circular, and about the same time Nebraska and Kansas issued one also. It was proposed that those present report the results of the effort to grade cream, and in every instance it was found that during extremely hot weather and with a dull market everyone was anxious to get a better quality of cream, and this desire, with the grading circular issued by the dairy departments, produced gratifying results. But with the coming of cooler weather and a less supply of cream and a stronger demand for butter, it was shown that some of the creameries had weakened on their strict grading rules. It was brought out that compromising on this question of grading would not do, as it would be impossible to establish grading by enforcing rules for three months in the year and paying no attention to them the other nine months. All agreed before the close of the meeting that continuous work was necessary in order to accomplish the desired results.

Prof. F. W. Bouska, of Chicago, said, during his address, that he was agreeably surprised to learn how well the cream-buying agents could grade cream. He spoke of one case in particular that he had seen, where a creamery had received a shipment of cream from several agents which was well graded and but a small percentage of it was second quality. He did not think there would be much difficulty experienced through the cream-buying agents being unable to tell first quality from second. This has been considered one of the obstacles, and all were glad to hear Prof. Bouska give his opinion on this matter. The entire day was taken up in the discussion of this and kindred matters. Very interesting addresses were made by Geo. S. Hine, dairy commissioner of Kansas; A. F. Howe, dairy commissioner of Oklahoma; F. W. Redfern, state chemist of Nebraska; J. F. Haskell, Topeka, Kan.; T. A. Borman, editor Kansas Farmer; R. A. Wright, Topeka, Kan., live stock editor of the Capper publications; C. W. McManus, dairy inspector of Oklahoma; Dr. D. F. Lucky, state veterinarian of Missouri; A. B. Cole, of Omaha, and others. The opinion prevailed that meetings of this kind should be held oftener if for no other purpose than to become better acquainted and co-operate in the upbuilding and general improvement of the dairy industry.

A committee of five, consisting of C. W. Kent, of the Meridan Creamery Company, Kansas City, C. E. Kern, of the Fox River Butter Company, St. Louis, Charles R. Harding, Omaha, J. F. Haskell, Topeka, and Ray McGreer, Oklahoma City, was appointed and instructed to draft such resolutions as in their opinion would better conditions and would be helpful in establishing a standard for cream grading and submit same to the conference of dairy officials which will take place in Des Moines, Iowa, on December 11th. It was decided that this committee would meet in Des Moines December 11th also. In the meantime, the committee will work on some legislative matters that, no doubt, will be presented to the dairy officials for their endorsement and support.

The session was very fittingly concluded with a splendid banquet and cabaret entertainment given by the Southwest Jersey Cattle Breeders' Association, to which the creamerymen were invited. Many stayed

for the evening and about 100 attended the banquet which was a decided success. Col. M. M. Sweetman, president of the association, acted as toastmaster. Short talks were made by T. A. Borman, G. S. Hine, Prof. Bouska, Dr. D. F. Lucky, R. A. Wright and E. G. Bennett. The association is in a flourishing condition, and, through the efficiency of Secretary J. M. Axley and President M. M. Sweetman, the dairy industry is being greatly benefited in this territory. Jackson county, in which Kansas City is located, has more high class Jerseys than any other county in Missouri, and, if the popularity of the Jersey breed continues to grow in this section for the next five years as it has in the past year, it will be rated as one of the foremost counties of the country as the home of Jersey cattle. Many of the visitors remained over until Friday to further enjoy the association's hospitality and were shown several fine Jersey herds close to the city. The farms of R. A. Long, F. J. Bannister, Ed Knoche, Secretary J. M. Axley and others were visited.

The entire meeting proved a success in every particular.

THE MARKETS

NEW YORK.

Slight Decline in Quotations—Receipts Moderate—Demand Lighter.

[By the Creamery Journal Staff Correspondent.]

For over a week the butter market has been rather sloppy and today there was a further decline of $\frac{1}{2}$ c on all extras. Prices are so high that they have materially curtailed consumption. Many of the large distributors claim their customers have cut down their supplies in some instances as much as 50 per cent. This applies principally to extras and all high scoring butter. Receipts have been moderate, but only a small portion would score an extra. Receipts since May 1st have been 1,069,526 packages compared with 1,659,119 during the same time last year. This shows quite a falling off. Receivers say that full hay butter is coming now and some of the creameries are making a fine quality.

Extras, 92 score, are quoted at 34@34 $\frac{1}{2}$ c, and higher scoring 34 $\frac{1}{2}$ @35c.

After leaving an extra it is difficult to sell firsts, even those which score under the rules of the Mercantile Exchange. Some of the distributors who are not as particular as others have substituted firsts for extras. In some instances this was satisfactory, and in others receivers claim that they were forced to go back to the higher prices and that customers curtailed their orders. There is a certain class of distributors in greater New York who always pay the outside prices without grumbling, as they have a class of trade which will stand whatever the market is. Under the system of quoting where 92 points constitute an extra and prices are quoted for higher scoring lots, it has been easier for the distributors to buy butter at quotations and fewer premiums are paid. No matter what the market is, there are few creameries which command a premium.

The high prices and scarcity of high grade fresh has sent many of the distributors to held butter. For a short time Junes were active and sold at a good profit. During this week the demand has been less active and Junes have been urged for sale at less prices than the first of the week. It has been difficult to push undergrade held as well as fresh undergrades. Two weeks ago there was a good demand for stock under a first but that is not true at this time.

Process has been more regular in price

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

In his address before the Wisconsin Buttermakers' Assn., Madison, Wis., Feb. 1914,

Governor Francis E. McGovern Said—

That the time had come, when at least a part of the ability that had been expended in producing a superior product should be devoted TO MARKETING the same.

As every business has a SALES as well as a production department, he considered it as essential for the farmer and buttermaker TO DEVELOP THE SIDE OF MARKETING.

And this marketing of their product is what the buyers and users of Schmidt Bros. tubs consider as a most important detail of their business.

They are looking after—and developing—every department of the business that will aid them in marketing their butter to the best advantage.

Their SALES METHODS include the presenting of their product before buyers at the markets in the most attractive and salable condition.

They realize, not only the importance, but the great advantage of making their shipments in the tubs which will, above all others—convey and present it at market in such shape as will enable it to command the highest market price.

These Creameries buy and use Schmidt Bros. tubs, because—being the best made tubs obtainable anywhere at any price—they are consequently best calculated to deliver their shipments in the best possible condition—rapid transit and rough handling considered.

They agree with Governor McGovern that efficiency in the SALES, as well as in the production departments, is an important factor in modern business methods and in obtaining the highest market prices.



ELGIN BUTTER TUB COMPANY

(SCHMIDT BROS., Proprietors, ELGIN, ILL.)

than creameries. Manufacturers can make a small profit at present quotations. The same dullness which characterizes creamery extras is noticeable at the close of the week with process. The out-of-town demand for this grade is not urgent and representatives of the factories have no trouble to fill orders. Process extras are quotable 25½@26c; firsts, 24@25c.

City ladlers have been able to clean up a fairly good amount of stock at reasonable profits. The factories have been busy until this week when there was something of a let-up and ladles are accumulating a trifle. Best current makes are bringing 22c with seconds ½c lower.

Packing stock is duller now than it was two weeks ago. At the beginning of the month there was an active demand for all fresh packing stock and owners of Junes were not anxious to sell. June packing is held at 21½@22c with No. 2 fresh 20½@21c.

What little foreign butter has reached the market has gone out at good prices. It was easier to buy best Danish butter at the close of the week than earlier. Prices were off fully 1c. One large operator claims that he bought a bunch of fine Danish stock as low as 33c. Not much stock is taken in the report that Siberian butter will reach the English market through the Panama Canal. Receivers here claim that there is not sufficient steamer room to warrant the trade on the Pacific coast.

BOSTON.

Market Fairly Firm—Tendencies Are For Steady Values.

[By the Creamery Journal Staff Correspondent.]

A week ago the butter market showed signs of easing up a little, in sympathy with the downward tendency in other places,

where prices were forced up on fancy grades 2@3c above the market, but no material change was made in our quotations because we had not followed the extreme rates quoted at other cities. This week the outside markets have taken a stronger turn again and have partially recovered what they had lost the week previous, so that we can report a fairly firm situation here, with only a slight advance on the prices ruling here two weeks ago. Our dealers think it is much better to keep along on a steady basis than to be jumping up and down with every change of the wind. The prevailing opinion is that prices are high enough for a healthy trade, and give the people a chance to eat up the current receipts and the storage stock.

The top for wholesale prices for fresh extra creamery during the past week have been 32@32½c, with occasional fancy brands ranging up to 33c. At the close 32½c is the average rate for large lots of fresh creamery, while some receivers are holding for 33c. But the proportion that is good enough to command 32½c or over is mighty small, and the bulk of the distributors are taking firsts, for which they are paying 29@31½c, and which seem to satisfy their customers. These latter grades can be retailed at 32@35c, and dealers know from experience that as soon as the mass of the people have to pay over 35c they spread the butter pretty thin or go without.

Low grades of fresh butter rule at 24@27c, wholesale, and can be retailed at 28@30c. Cold storage creamery is moving out of warehouses pretty freely at 31½@32c for the best, and this has a tendency to keep the current fresh make from soaring too high. Next best quality is selling at wholesale at 28@30c. As this held butter is good enough

for any person to eat who is not over fastidious, it tends to operate as a regulator of values. There are always some people who want something better than the average, and it is well to make them pay an extreme price for it. As a rule, our dealers cater for the average customer who at present is not in a position to pay fancy prices.

"In my opinion, the butter situation is now settling down on a healthy basis," said one of our leading dealers early in the week. "The output is now nearly as small as it will be this season and the distribution is not likely to increase or diminish much if prices are kept about where they are. The scare early in the season about imports from Canada and Australia has passed away without affecting our business here to any extent, and with the changed conditions brought about by the war in Europe, the chances are that we shall not be disturbed by any outside supplies. As matters stand at present we are likely to be benefited by the hostilities abroad, especially in the way of an increased demand for our products, and already large gangs of men have been put to work in factories where they were laid off a few months ago. It now looks as if the crisis in our industrial situation has been passed, and that business in all departments will steadily improve from this time forward."

The statistical situation on butter has not materially changed during the past two weeks. Trade has been moderate, and distribution has held up pretty well, because dealers have kept prices on a reasonable basis.

Receipts for the past two weeks have slightly increased, but no more than normal conditions justify. They amount to 1,568,558 pounds against 1,364,239 pounds same time last year, an increase of 204,319 pounds.

Iowa Wins First Prize National Dairy Show, Using

Chr. Hansen's DANISH BUTTER COLOR

THE COLOR WITH THE GENUINE GOLDEN
JUNE SHADE - STRONG AND DEPENDABLE

Order now from your dealer and win convention prizes.

CHR. HANSEN'S LABORATORY

Milwaukee, Wis.

Little Falls, N. Y.

Since the first of May the receipts at Boston totaled 54,541,565 pounds against 55,107,290 pounds the same time a year ago, a decrease for this year so far of 565,725 pounds. This certainly is running pretty close, taking in over six months.

The stock in cold storage warehouses in Boston on Saturday, November 21st, was 242,688 packages against 236,119 packages same time last year, an increase for this year of 6,569 packages.

We are now drawing fully half of our current consumption from cold storage, and it is giving good satisfaction, better than a large portion of the current fresh arrivals.

PHILADELPHIA.

Market Dull on Medium Grades—Fancy Butter Cleans Up.

[By the Creamery Journal Staff Correspondent.]

As farmers generally are beginning to house and better feed their cows, some little increase, at least, must be in the near future; however, it is not as yet, and the smallness of the supply of fine table specials, extra and extra firsts have a demand sufficient to enable them to move out, on arrival, at the top quotations.

To supply the shortage, considerable Danish butter is coming to this market. It is a high priced product, but as it is dry, heavy bodied and of fine flavor, it is sold on its merit and is finding favor. One house in particular makes a specialty of importing it and is selling it at the same figures as the best American product.

Dullness characterizes the market for the medium grades, substitutes generally are taking their place as the consumers claim they give much better satisfaction than the cheap butters.

The present mild weather is not conducive to the sale of storage but with the scarcity of fresh, extra is quoted at 31@32c and some particularly high scoring has realized more. Poor qualities seem to be considered dear at any price. The western holders of off grades are getting anxious to unload their stock. Considerable is coming forward in small lots, marked samples, with a limit of 31c, but as these butters are old and fishy they fail to be of any interest to buyers.

Ladles or factory butter is quiet at the moment. Most of the large users have

enough stock on hand to tide them over for a little while and so are holding off in the hope that prices will be lower with some continuance of the present mild weather.

Packing stock of good quality is a scarce article. Factories want only that which is free from whey and cheese or, in other words, solid boring.

We quote western fresh solid packed creamery fancy 37c, extra 35c, extra firsts 33@34c, ladles 21@23c, packing stock 21c. Poorer qualities 18@19c.

CHICAGO.

Conditions Show General Improvement—Other Trade Notes of Interest.

[By the Creamery Journal Staff Correspondent.]

General conditions in the butter business here have improved somewhat during the past week or two. The arrival of the cold weather has put a different face on the market, and turned the attention of the dealers for the most part to storage butter, as but little fresh has been coming to the market.

The money rate has fallen one point, and it is now possible to borrow at 6 per cent instead of 7 per cent, as has been the case ever since the war began. This will prove a great impetus to all lines of endeavor, and will unleash many new enterprises which have been marking time because the sponsors refused to go ahead owing to the unfavorable condition of the money market. All of these things will tend to bring back good times to the city, and will make possible the re-employment of many men who have been idle over a period of weeks because the places where they worked have been closed down. This means that it will be possible for higher prices to prevail in the butter market, and give a better tone to trade in general.

The "good fellow" movement, which is designed to help out the poor of the city during the holiday period by the voluntary contribution of food and presents, will be liberally patronized by the commission merchants of the city this year. In former years the produce men have been hard workers for the plan, but this time the work will be conducted on a larger scale than ever, with special committees appointed to look after the details of the task of distributing contributions.

South Water street produce firms united to push "prosperity week," which is the name given to the week in which falls Thanksgiving. The idea was urged by all of the local business organizations and by the newspapers. The purpose was to show both by word and deed that normal times have returned, and that business is destined to be good from this date. The local stock exchange reopened last week after having been closed since the start of the war. Produce men watched the scenes which characterized the trading with much interest, for while they were not directly concerned they are well aware that trading on the stock exchange is a good barometer of the business conditions of the country. They were well satisfied with what they observed, for there was no great effort to unload stocks. In some directions the trading was quite brisk, with quotations even higher than the closing figures last summer, when the exchange was forced to suspend on account of conditions created by the war.

George E. Linn, the well known distributor of "Holland Brand" butter, took occasion last week to make a few remarks on the quality of the butter which has been coming to this market during the past few weeks.

"While there is plenty of room for improvement," said Mr. Linn, "the butter this fall has on the whole been quite satisfactory. In spite of the fact that the fall has been almost as open as that of last year, the old cream flavor which was a distinguishing trait of much of the butter which came to this market last fall, has been missing from the butter this year. I do not know how to account for this except that the methods of collecting cream on the part of the creameries must have improved somewhat. It would be a good thing for all creamery managers to completely overhaul their machinery for collecting raw material now before the closed season sets in. Of course, in some sections the winter is already too far advanced for efficient work along this line, and I am speaking only of the regions where snow and ice has not made a visit. Creamery managers who prepare for the difficult times before they come will find that it will mean a great saving in time, effort and money. The butter which they send to the market during the winter months will score much higher in all probability, and they will not be forced to send butter to this market which is perfect in workmanship but so inferior in quality that it will score low and will not bring the proper price as a result."

The writer's prediction that the Municipal Markets Commission and the "powers" behind that body would not cease hostile operations as the result of the decisive defeat which they were given on their attempt to license the produce trade here and place all commission houses under the control of the local board of health seems in a fair way to be verified by the news that Alderman Lawley, chairman of the commission, has taken steps to carry the fight into the Illinois legislature. The first move will be made in January, it is said, when the state body convenes. The danger here is even greater than it was when the measure was in the judiciary committee of the city council, for it is said that many members from the rural districts will vote for the bill. On the other hand, it is just as likely that many of the shippers, friends of the well-known dealers in this market, will work against the measure tooth and nail if they are requested to do so by the commission men in this market. Every produce man knows that the measure, which has been explained in detail in former numbers of this paper, is one of the most

idiotic and harebrained of the large bunch of theoretic proposals with which the produce trade has been forced to contend in recent years. The chief danger lies in the inability of the legislators to understand the real meaning of the bill, and the vast amount of damage which it would work to the produce trade if it is allowed to become a state law. The foes of the commission business will make an effort to get the bill through on the ground that it is something which will be of great benefit to the shippers and farmers in general. In Illinois, where the rivalry for political office is most keen, there are many legislators who are willing to vote for anything which they believe will make votes for them the next time they run for office, regardless of what they think, individually, of the measures for which they vote. The street is fully aroused to its danger, and there will be a mass meeting of all commission merchants some time this week to discuss ways and means of beating the enemy in the approaching fight in the state legislature. All the political organizations on the street are banded together on this issue, which threatens their very existence. On the date of this meeting all of the commission houses will close at noon in order to give employees a chance to attend the mass meeting and enroll in the new organization which will be formed at that time. It is thought that a heavy per cent of the voters along the street can be enrolled in the movement. Active steps will then be taken to down the measure.

Butter men of this city are taking much interest in the rumor that the railroads propose to increase freight rates from Chicago to points in the east. A supplement to one of the regular freight tariffs is due to become effective January 1st. This supplement has to do with the icing charges, it is said, and calls for a sliding scale on less than carload shipments. The charge is based on 100 pounds and the distance, and not on the mile basis alone. It is possible that the increase, if it comes, will be met with a protest by the commission houses of this city which do a large butter business with New York. There exists a feeling that the freight charges as they exist at present are plenty high enough. If the supplement is protested, a plea for a suspension will probably be asked from the Interstate Commerce Commission.

One of the features of the past week is that the fresh butter market has been without the usual amount of activity. Current needs are being supplied almost entirely from storage, and very little fresh butter is coming to the city. This is due to the fact that the weather has become somewhat cooler during the past few weeks, and this has limited the production. When the creameries become adjusted to the cooler weather it is expected that the arrivals will be heavier, although there is little chance that much fresh butter will arrive now until after the holiday season. The result has been a slight advance of prices all along the line and much butter is coming out of storage. The quality of the storage butter meets with the complete satisfaction of the trade this year and no complaints are being heard.

Nothing has been heard during the past week from the investigators who were in this market in connection with the grilling of the New York Mercantile Exchange. This is taken to mean that the eastern authorities have given up as a bad job their effort to make it appear that there is a direct connection in restraint of trade between the two cities. The original plan was to show that New York prices were known in this market, through a special arrangement, almost as soon as they were out on the

street in New York. This made it possible for two small sets of men in the two cities to completely control the market, it is said. The investigators found nothing more dangerous here than one well known market sheet, and it could not be shown that the prices as printed in this had anything to do with the alleged special arrangement.

Commission houses along the street will probably meet a new collector within the next few weeks, or at any rate before the end of the year. There is no chance to put him off. He is a fierce proposition. He is Uncle Sam. He will want \$20 from each house, which is the amount of the federal emergency war tax, according to the recent law which was passed in congress. It is said that no official notification of the war

tax has been sent to the commission houses, and few of them have paid.

At this time of the year the dealers in this market are much more concerned with the quality of the butter which is arriving than with any other point. At most seasons of the year it is the price which matters, but the market for the rest of the winter, at least the general trend, is pretty well determined by this time. With the cows running out in the open fields, owing to weather which is neither summer nor winter, they are likely to soon be nibbling all sorts of frosted verdure, with the result that some bad flavors will get into the butter which comes to this market. Thus far little of this sort of butter has come, but with the real hard weather of this sort,

PEACE HAS ITS VICTORIES COLONIAL WINS AT WATERLOO

When the Iowa State Dairy Association Convention met at Waterloo, the second week of October, there were many fine samples of expert buttermaking on exhibition.

There were also many exhibits of butter salted with high grade salt. Not a well-known brand of salt was missing when the roll was called.

In a single exhibit of butter made by our old friend A. J. Anderson, of the Otisco Co-operative Creamery Co., of Otisco, Minn., there was combined the well known skill of this hardened medal winner's buttercraft and just the right proportion of

Colonial Salt 99.7% Pure

The courtesy of the Iowa judges was not to be balked by the fact that Friend Anderson was not a resident of the state. His exhibit was awarded a complimentary score of 97½ per cent, outclassing other exhibitors at the show.

High scores in Iowa, as in New York and other states, have a habit of singling out butter salted with Colonial Salt. There's a reason. If you would know it let us send you a sample of

The Salt That Melts Like Snow-Flakes and
Dissolves Like Mist.

The Colonial Salt Company

Chicago
431 So. Dearborn St.

Akron
Ohio

Buffalo
D. S. Morgan Bldg.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Felt, Vice-President
A. E. Haswell, Secretary E. R. Shoemaker, Treasurer

DEVOTED TO THE CREAMERY INTERESTS OF
THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, 50c per year. In Canada, 75c per year. In all other countries in the Postal Union, \$1.50 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

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Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, DECEMBER 1, 1914

COMING CONVENTIONS.

National Creamery Buttermakers' Association, Mason City, Iowa, March 9th, 10th and 11th. Martin H. Meyer, 1011 W. Washington Ave., Madison, Wis., secretary.

South Dakota Dairymen's and Buttermakers' Association, Mitchell, December 2d and 3d. A. P. Ryger, Brookings, S. D., secretary.

Red River Valley Dairymen's Association, Crookston, Minn., December 9th and 10th. Leonard Houske, Halsted, Minn., secretary.

Iowa Buttermakers' Association, Ames, January 6th and 7th. J. J. Brunner, Strawberry Point, secretary.

Illinois State Dairymen's Association, Springfield, January 14th, 15th and 16th. Geo. Caven, 136 W. Lake street, Chicago, secretary.

Minnesota State Dairymen's Association, Owatonna, January 19th to 22d. F. D. Currier, Nicollet, secretary.

Wisconsin Buttermakers' Association, Fond du Lac, February 2d, 3d and 4th. G. H. Benkendorf, Madison, Wis., secretary.

NEUTRALIZATION.

There are usually two sides to all questions. The question of neutralization is a big, broad, two-sided question, and one side is presented very intelligently in an article by Prof. G. L. McKay, appearing elsewhere in this issue. In publishing Prof. McKay's article, we want to remind our readers that the columns of The Creamery Journal are always open for the discussion of any subject or proposition which directly concerns buttermaking. And if anyone wishes to write an article in reply to Prof. McKay, we will be only too glad to publish it.

Educational results and the enacting and enforcing of laws are slow. When we analyze the poor cream question by going back to the "good

old whole-milk days," the fact stands out clearly that while manufacturing, breeding and producing efficiency has been developed to a high degree, while dairying has been proceeding under scientific guidance, while dairy schools and other educational forces have been expanding in influence—all this time cream has been getting poorer and the quality of our butter has been going down. In view of these results, we find ourselves wondering as to just where they will eventually lead.

We realize that trying to purify the stream of poor cream at the factory is fundamentally wrong and impossible. We realize that there must be continuous efforts made to purify this stream—there must be reconstructive efforts. We believe in legislation, in state-wide cream grading, we believe in and will always fight for the local creamery system, but we do not believe in allowing the corn to spoil while waiting for a new crib. And while waiting, as we have been, for something or someone to bring about the desired changes in system, we are not in favor of relaxing our vigilance in trying to make the best possible butter from the raw material obtainable. In the days of our fathers, while a bridge was being constructed, people did the next best thing and forded the stream. We believe in fording this poor cream stream by scientific, sanitary methods of manufacture such as pasteurization, starters, ripening, standardization, etc. And now Prof. McKay gives us the thought that scientific neutralization is as harmless a means of improving butter quality as pasteurization, starters or coloring.

Our position on this subject is a good deal like it is on the butter-fat standard, to which Commissioner Emery of Wisconsin took exception. We said a few years ago, when 82½ per cent seemed to be the standard favored by most authorities, that we believed 80 per cent was high enough because, chiefly, butter was not consumed for the nutrition it contained but for a delicacy. Therefore, if the keeping quality was not impaired by only 80 per cent fat, if it was just as palatable—if it answered every requirement of the consuming public, why put in 82½ per cent?

In this matter of neutralization, if it isn't harmful, if it is sanitary, if it improves the taste of butter, what reasonable objection can there be to its use? Vanilla and other flavoring materials are added to ice cream to make it palatable. And, frankly, if neutralizing cream makes butter more palatable—that is, butter made from poor cream—we can see no real reason why it should not be used.

However, we believe if there had been as much persistent work and co-operation in trying to prevent bad cream as there has been to make good butter out of bad cream, we would be in the midst of a dairy prosperity beyond conception, and our butter would have no competition from a packing house product.

Competitive greed has burned the bridges, and while a new bridge is being built there will have to be fording at a great many places if we are to maintain a market for butter which will make for dairy prosperity.

When Grass is Scarce—Use Dandelion Brand Butter Color

You need not worry because grass is growing scarce. You can give your butter the golden shade that is natural in June by using DANDELION BRAND BUTTER COLOR.

90% of the professional butter-makers use this famous color.

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Manufacturers of Dandelion Brand Butter Color



Dandelion Brand
The color with



Butter Color
the golden shade

trouble along this line is likely to be experienced. The dealers here will feel much better when the cows are in the stables. The quality of the butter will then be assured in a larger degree.

The foot and mouth disease seems to have abated somewhat, and the excitement has died away almost as soon as it started. It still prevails, however, and if it had not been for the prompt and vigorous action of the government in attacking the disease it is probable that much more serious damage would have been done than has actually been the case. The butter business was not hard hit, although many counties were

barred from shipping butter into the city on account of the fact that the plague had attacked herds in the vicinity. The Union Stockyards and Transfer Company has been open now for more than a week, after having been closed to allow of a thorough disinfection. The result has met with the entire approval of the federal authorities, and no new cases have been discovered.

Gallagher Bros., large dealers in butter here, have been putting their butter cellar in shape for the winter. More than half of the business of this large firm is done in butter, and the house handles a large amount in winter as well as in summer.

housing of cattle attempted except in some of the estancias of Buenos Aires, the climate generally being such that the cattle thrive best in the open air, their food consisting mostly of natural pasture or the cultivated alfalfa.

It is in the province and city of Buenos Aires that the greatest advance in dairying has been made, not only in connection with the fresh milk supply but in buttermaking. Cheese making is carried on mostly in the provinces of Buenos Aires and Cordoba. These industries are likely to get a check, however, as the price of cattle for meat is steadily advancing and in that way they offer greater temptations to the estanciero or large farmer than the cultivation of milk cows with all their attendant labor.

The number of butter and cheese factories and creameries in Argentina is given as 1,259, most of these being situated in the province of Buenos Aires, and they are largely owned by some 11 different joint stock companies.

In these factories the system of butter-making is carried on along lines similar to what are followed in the United States of America and in Europe, the variations depending upon whether the directors have been trained in North America or Europe. Some of them boast of receiving their training in Canada.

The butter produced in 1912 is given as 9,896,762 kilos, whereas the cheese produced from cows' milk is said to have been 5,631,992 kilos. Sheep's milk also was made into cheese to the extent of 49,823 kilos, and separated milk supported quite a large casein industry, the amount manufactured totalling up to 5,257,207 kilos.

These are very large figures for a country like Argentina, which may be said to be a very young dairy country. But for the

Dairying In Argentina

By LOUDEN M. DOUGLAS

The wonderful progress which has been made in Argentina during the last 45 years has not failed to attract the attention of many countries. The rich natural pastures of the Pampas and the easily grown alfalfa have both contributed to the development of the country as a paradise for live stock. But dairying has only sprung up to any extent during recent years, and although the population of cattle in the whole country exceeds 29,000,000 there are districts where milking is unknown and estancias or farms where cattle are kept in thousands but where imported condensed milk is used in the household. Such an extraordinary state of affairs is due primarily to the fact that the business of ranching or farming on a large scale has been mostly taken up with the production of cattle for the freezing works. This style of farming is undoubtedly much easier than dairying and involves

less trouble in the employment of skilled hands. The gaucho or farm hand does not care about milking and as other labor is scarce, progress in dairying is correspondingly slow.

The cattle industry of Argentina may be said to have commenced in 1848 when a pedigree Shorthorn bull was imported from England. Ever since that time there has been a constant stream of such animals imported into the country, with the result that the Shorthorn breed preponderates over all others. In the central provinces, cattle thrive in the mild climate and there is comparative immunity from disease.

The farms are for the most part large in size and quite a common "estancia" is 6,000 acres. There are many which far exceed this and they consist for the most part of great flat expanses unbroken to the horizon by either hill or forest. There is little

question of labor there is little doubt that these figures would be much greater. As it is the butter exported in 1913 amounted to 3,784 tons, practically the whole of which was sent to Great Britain.

The development of the fresh milk supply in Buenos Aires, Rosario, Cordoba and the towns has been rapid. It is now appreciated that hygienic conditions must be observed in the handling of the milk and in the city Buenos Aires pasteurization is compulsory. The population of that Paris of the southern hemisphere is now about 1,500,000 and the milk supply for such a large population is a serious problem. Curiously enough, it is only about 20 years ago that the first creamery and tea shop was started by an Englishman in Buenos Aires, and the consumption has risen since then to 400,000 litres per day. The small farmers and peasants from the Basque country in Spain, whose traditions are all in connection with pastoral pursuits, form a large part of the rural population in the country and they deliver the milk from their small farms to the large companies who then pasteurize and distribute it.

At the present moment considerable attention is being given to the question of developing swine husbandry in Argentina and it is recognized that in the dairying districts there would be little difficulty in making the business highly remunerative with the aid of the surplus separated milk. This movement has just begun, and it is not improbable that it may yet grow into a huge affair, thus following a somewhat similar course to the export meat industry which had quite a humble beginning in 1877. The movement is, for the time being, principally concerned with the rich province of Santa Fe, where, indeed, there are not many creameries, but there is an abundance of alfalfa and maize and these two products in themselves constitute a perfect ration.

Enough has been said to show that there are immense potentialities for dairying in Argentina and, although the business may receive a check for the time being, there can be little doubt that it will increase greatly in the future.

Refrigeration.

This is the time of year—perhaps a few weeks late—when careful consideration should be given to the matter of refrigeration for next summer. The peculiar thing about ice is that it can't be trifled with in hot weather. And efficient refrigeration is such an important factor. Comparatively few realize the meaning of efficient refrigeration, neither do they comprehend the meaning of it in dollars and cents. Just because you have a place to put ice and a place to put your butter does not signify refrigeration.

This matter of efficient refrigeration is one of the many things which absolutely must be recognized by the creameryman.

The very first thing to consider is the cost of refrigeration. Take last year's records, figure the cost of your ice, and in doing so don't leave out the item of labor in handling it. Don't try to mislead yourself. Take the actual figures. If you are in a territory where plenty of natural ice is easily obtained at a reasonable cost, then see that your ice storage house, if you use one, is properly insulated and that your cooler is efficient. Sawdust and shavings have for years been accepted as sufficient insulation for packing ice, but the creameryman today is facing a new situation when nothing must be taken for granted. Shavings and sawdust are not efficient non-conductors of heat and cold. They are not economical insulation agents. If you have "ice to burn," then, perhaps it doesn't matter so much, but very few can afford to be careless with their ice

supply. The constant waste and rotting of sawdust must be considered.

There are insulation materials on the market much cheaper and more efficient. Let's get away from a few of these old-time expensive ideas.

Another thing. Have you ever considered artificial refrigeration? This is something else which the up-to-date creameryman must investigate. A great many have the idea that artificial refrigeration is only for the big plants. This is far from the case. We venture the statement that in six out of 10 creameries in the United States, artificial refrigeration would prove more economical and efficient than the use of natural ice. The ice machine has been developed, it seems, to a point of perfection and is made in sizes from one-half ton capacity up. The cost of artificial refrigeration can be definitely figured in advance. The cost of natural ice can not.

Let us make a suggestion, and we urge every live manager to act upon it. Figure up the cost of last year's ice, depreciation of storage house and insulation material, investment, etc. Be honest with yourself in getting at this cost. Then write to some well known ice machine manufacturer and have one of their men give you an estimate of cost for artificial refrigeration. It will cost you nothing to get at the facts and it may be the means of saving your plant a great many dollars.

Wisconsin Buttermakers, Attention!

Arrangements have finally been perfected so that the next buttermakers' convention will be held at Fond du Lac February 2d, 3d and 4th. The city of Fond du Lac has generously offered the use of several buildings free of charge, besides making a liberal cash donation which will be used to popularize the convention. The buttermakers have always had good conventions at Fond du Lac and you may rest assured that the officers will spare no pains in making this the best one ever held, if it is possible to do so. Announcements will be made from time to time in the dairy press.

The Palmer House has been selected as headquarters for the association. Anyone desiring information regarding the convention or having any suggestions to make as to the nature of the program, etc. will kindly write the secretary. The officers will be very glad to receive such suggestions and will give them careful consideration.

Although the convention will not meet for some 70 days, we would advise the buttermakers to get in touch with their managers and get them interested. We would like to see as many managers present as possible.—G. H. Benkendorf, Secretary.

The New York Educational Scoring.

The November scoring was held on the 20th. Eleven samples of butter and three samples of milk were received. The following is the report of the scores of 90 or above:

Butter.	
Otto Pearsall, Conesus.....	91
R. R. Steacy, Ithaca.....	94
Seven Gates Farm, George Gullock, buttermaker, North Tisbury, Mass.....	95½
I. A. Cook, Ithaca.....	93½
C. S. Thompson, Jefferson.....	91½
Milk.	
Oak Hill Farm, Geneva.....	97.05
Seven Gates Farm, North Tisbury, Mass.....	98.40
Cream.	
Kenotin Farms, Washington Mills.....	92.0

Turn to the back cover page and read about our Special Christmas offer—The Creamery Journal one full year for 25c. Think of it—only 1c per issue of the national creamery magazine.

Butter that looks best pays best

No matter how good your butter is to start with, it won't bring the top price unless it looks right. Wrap it in

Paterson Pioneer Parchment Paper



and it will reach the consumers fresh and clean—they are willing to pay more

for its good looks. No other parchment paper equals Paterson Pioneer.

Write for free book, "Better Butter."

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Purebred Registered HOLSTEIN CATTLE

Our Advanced Registry Office for the year ending May 1, 1914, shows that 9,116 cows (nearly one-quarter heifers) produced within a seven-day period 3,672,371 pounds milk containing 130,339 pounds butter-fat, averaging 3.55 per cent. The average for each animal (not mentioning the calves that sell at from \$100 to \$20,000 each) was 27 quarts of milk per day and 16¾ pounds of the best commercial butter in seven days. These figures show why the dairymen prefer Holsteins.

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Gude Brothers, Kieffer Co.

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NEW YORK

References: Irving National Bank, N. Y.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irrving National Exchange Bank; Dunn & Bradstreet.

P. F. BROWN & CO.

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Direct from Creamery to Retailer

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Butter in any quantity and all grades. Eggs in cartons or less. Write, wire or phone us.

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Foot and Mouth Disease

(Continued from page 8.)

these burial places should not be accessible to animals, nor be near streams from which water drains to pastures. The carcass should not be dragged along the ground,

but should be hauled to the burying place, and the vehicle used should later be disinfected. All clothing of attendants should be burned. Strangers must not be allowed on infected farms, and no one should be permitted to leave the farm unless clothing and shoes are first disinfected.

South Dakota Creamery Course

SPECIAL THREE MONTHS TRAINING

The man of today who has special training along a particular line of work has a much greater chance of success than has the untrained man. This is especially true in the dairy industry. In many cases it is not possible for a man to secure special training such as is given by a four years' course in dairy husbandry. It is in recognition of this fact that the dairy husbandry department of the state college of South Dakota offers a three months' creamery course. The course is planned especially for men who desire to fit themselves to become creamery managers, buttermakers, helpers, inspectors, etc.

Following is an outline of the work given in the three months' course:

Factory operation and buttermaking. The students are given the "why" as well as the "how" of these subjects. Factors entering into good and poor management of creameries, best methods in buttermaking, how creameries are organized, and kindred subjects are thoroughly discussed.

Ice cream making. The rapid increase in the annual output of ice cream is proof that the ice cream industry is already an important phase of the dairy industry and that it will continue to increase in importance. Class work and laboratory work with batch and continuous freezers, give an excellent understanding of ice cream making.

Creamery refrigeration. The college creamery has in daily use an up-to-date refrigerating plant. An artificial ice plant is also in operation. With such facilities the students will be given ample instruction along lines of handling a refrigerating plant.

Testing. Testing milk, cream and skim-milk for butter-fat will be thoroughly studied in class and laboratory work. The testing of butter for moisture, cream and milk for acidity and other dairy tests will be demonstrated.

Dairy management. This will include lectures on care and feeding of dairy herd, cow test associations, construction of dairy barns, etc., together with work in judging dairy cows.

Dairy bacteriology. The relation of bacteria to the dairy industry, sanitary production of milk and cream, milk and disease, starters and cream ripening and other related subjects.

Dairy arithmetic and bookkeeping. This course gives work that will enable the students to work out problems in overrun, in standardization, etc. Enough instruction is given in bookkeeping to fit students to handle successfully a set of creamery books.

Agronomy. How dairy feeds, such as corn and alfalfa, can best be grown. This course gives knowledge that will enable a buttermaker or creamery manager to advise patrons as to how they may raise dairy feeds.

Veterinary. Lectures giving information regarding diseases affecting dairy cows, how diseases may be treated, etc.

January 12 to April 1, 1915, are the dates for the three months' course. Tuition fee is \$4. Books and white uniforms will cost about \$8, making a total of \$12. For illustrated bulletin and further information, ad-

dress Prof. C. Larsen, Dairy Husbandry Department, State College, Brookings, S. D.

Short Course for Cream Testers—South Dakota State College, Brookings, December 14-18, 1914.

The dairy husbandry department of the South Dakota State College offers this year a five days' course for cream testers. The dates for the course are December 14 to 18, 1914.

There is a growing tendency to demand of men operating cream buying stations a reasonable knowledge not only of how to test cream for butter-fat, but also of how cream may be produced and handled in a sanitary manner. It is in recognition of this demand that the one week course is offered.

Testing cream for butter-fat will naturally receive considerable attention in the course. Class room lectures, supplemented by actual testing work in the laboratory, will give necessary knowledge to enable prospective cream buyers to do accurate testing and to prepare for taking the state examination.

The principles underlying the sanitary production and handling of milk and cream will be set forth in class room lectures. The relationship between quality of cream and quality of butter will be shown in class room and laboratory. The dairy laws of South Dakota will be explained. The "why" of these laws will be set forth so that future cream buyers will be in a better position to aid in their enforcement.

The question of cream grading will be discussed. The reasons for grading will be set forth. The testing of cream for acidity will be explained. Laboratory work will be carried on by those taking the work. Enough practice in grading will be given to enable a cream buyer to distinguish reasonably well the different grades of cream.

The aim of the course is not alone that of giving prospective cream buyers sufficient knowledge to enable them to pass the test for a license. Beyond this there is the purpose of giving a broader knowledge of the part the cream buyer can and should play in the production of more and better butter.

The fee for the course will be \$2. Opportunity to pass examination for cream buyer's license will be given at close of course.

Joseph and Michael Duffy were captured by five United States revenue agents at the Illinois Creamery Company, 3044 Sheridan avenue, St. Louis, in an oleomargarine raid a few days ago. The agents who participated in the raid say they caught the men coloring oleomargarine in violation of the federal law.

Turn to the back cover page and read about our Special Christmas offer—The Creamery Journal one full year for 25c. Think of it—only 1c per issue of the national creamery magazine.

Cass Lake, Minn., is assured of a creamery next spring.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

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CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

N. C. B. A. Convention!

The next annual convention of the National Creamery Buttermakers' Association will be held at Mason City, Iowa, on Tuesday, Wednesday and Thursday, March 9th, 10th and 11th. Creamerymen everywhere are invited to attend and enter butter in the big contest.

Martin H. Meyer, Secretary-Treasurer, Madison, Wisconsin

Advisability of Special Oleo Legislation

By **JAMES FOUST, Pennsylvania State Dairy and Food Commissioner**

[Continued from November 1st issue.]

There was a little instance I told last year at Mobile and I will repeat it now. There was a gentleman present from Texas. He was sitting at the table with me, and when the waiter began to serve us he put something upon the table which was pronounced to be butter. I didn't think it was butter, but he assured me that it was. I said, "Well, I am from New York, and I am accustomed to eating butter and I like it and so will you please bring me some butter." He said, "That is butter." I said, "No, that is oleomargarine and some people may like it, but I am in the habit of eating butter and maybe I'm a little cranky about it but I prefer butter. See if you can't get me some." He still protested it was butter and I asked him to call the head waiter. He came and insisted two or three times that it was butter, but I still held my opinion and he finally said that they didn't have any butter in the house. But he was deceiving me and kept at it as long as he could and tried to make me eat what I did not want, attempting to make me take a substitute.

Why does that happen this way? Simply because there is a good deal of money in it and so they greedily want to put that substitute in such a form that it is possible to deceive the final consumer. Now we ask that there be some special legislation so the consumer may not be deceived. One of the gentlemen who spoke here today or read a paper, said that in the interests of the consuming public and the conservation of the food supply of this country it was a shame to have this tax on oleomargarine. Now the Internal Revenue Commissioner said in Washington, in considering this matter not long since, that not over 3 per

cent paid that tax and that 95 per cent of the oleomargarine sold in this country had a tint the color of butter. If that is true, why does the 10c tax add a cent to the cost of the material? What do they do, however? We sent out upon the market and bought some oleomargarine and the white oleomargarine sold for 6c less than they were charging for tinted goods. It was a careful selection of material that had produced that oleomargarine the color of butter, not an added coloration, and for having that color they added 6 or 7c a pound.

Now let us consider another proposition for a moment. It is a fact that is just as patent as can be to the people who watch it. In June they buy as much butter as they can and store it until fall when the price of butter is up to 45c and higher, and then our benevolent friends who are so much interested in the consuming public come forward with that fine air of magnanimity and say, "See what we have done for you. See how high the price of butter is. If it were not for this you could not have any to spread upon your bread," and then they charge you more than you ought to pay for butter, and that is the kind of philanthropy they pass out to you.

Now we have to pay 6c tax on the goods that the government doesn't get and the advocates of oleomargarine say, "Let's take the 10c tax off; it's a burden to the people of the country." We have met them and we said: "This adds to the cost of living and we are willing to join you in reducing that tax. You can put it down to 1c a pound if you will do just one thing—if you will leave a line of demarcation between the two products so that the consumer can see the difference and choose for himself."

Are they willing to do that? No. What did we ask? We said we would let you have this law provided no oleomargarine should be made in imitation of butter. They have already given it the smell and the taste of butter, and not satisfied with that now they want the color of butter, too.

They say, "We will do it up in paper and mark it so that the buyer will know the difference." How about the 500 or 1,000 people a day who eat in the hotels and restaurants of a city? Do they know anything about that wrapper? Do they ever see what is printed on it?

My opinion is that their position is unfair and is untenable and that it is prompted by a fraudulent purpose which is involved at the very bottom of the whole industry and it is my judgment in all food inspection and control work that when the rights of the stomach come in contact with a commercial proposition of that kind, the commercial advantage is the one to stand aside in the interests of the consuming public.

If that position is correct then ours is correct if we take off the 9c, which is all they ask to take off, and the government doesn't get the 9c anyhow, if the internal revenue people are correct; but we say we are willing to take it off if you are willing to leave out that color, and that is the struggle that is going on.

When our friends come here and say that this is in the interests of the consuming public, all you want to do is to ask them if they ever pay that 10c tax and don't they make the consumer pay 7c a pound for goods colored like butter? I should think they would want the 10c tax to remain there in order to furnish them the excuse to charge the 7c more, since they don't ever pay the tax. I have heard that over and over again. You all have heard how cruel it is to the little poor school boy whose father is too poor to buy him butter for his bread and he is ashamed to have white spread on his bread when all the other children have butter. If you can buy white oleomargarine 6c cheaper than the colored oleomargarine it would pay that little boy's mother to buy some coloring matter and put it in at home. Then you could buy the goods for what they are.

There is another question involved. Manufacturers tell us that the white goods contain better material than the other. They say that they can't conceal inferiority when the materials are present in their natural colors, and that they can put in better materials and sell them for what they are.

I used to wonder why that 10c tax should come off. But here is the proposition: In oleomargarine there should be special legislation because the volume of that material

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

25 South Water Street
PHILADELPHIA

made is 140,000,000 pounds a year, but we only make one pound of oleomargarine to 10 of butter, and that is made by thousands of people, and oleomargarine is made by 40 people, and those 40 want to market it for a fraudulent purpose. I want to say that the oleomargarine manufacturer himself doesn't sell it fraudulently; he sells it for what it is, but he does put it up in such a way that the final disposition of that product is fraudulent, a fraud can be accomplished, and he wants to reserve that right. If there is not something in that, will you tell me why he insists upon having that color and smell and taste if it isn't so that it can be used fraudulently?

One more word and I will be done with this directly. They say, with apparent honesty, that the buttermaker is afraid of competition, and they talk about this matter as if nobody were interested in this business but the oleomargarine manufacturers and the buttermakers. Now of course the buttermaker is interested in it, as any man has a right to be when his business is threatened, but the entire public is interested in it, and what they ought to want is competition. They say, "You are afraid of competition," and the answer is, "All we want is competition. We don't want rank substitutes, though." There is no competition when you take two products which are entirely different and declare the two are one and the same and put one in place of the other. That is not competition. There is another name for it altogether different. To sell oleomargarine fairly and justly for what it is would be competition. Label them what they are and have them in their natural colors so that anybody can tell which is which and say, "Here is butter and there is oleomargarine; now take your choice." Then that is competition, because the fellow that buys it has a right and an opportunity to use his judgment and that is what the dairymen want.

But again our friends on the other side are misrepresenting the facts and saying they are afraid of competition. The history of this product for a good many years has been along this line, and so I say that we must have special legislation, not to give one industry an advantage over another, not to discriminate, but to make sure that one doesn't take advantage over the other, and to see further that the consuming public is not imposed upon by those who seek above everything else the almighty dollar with no care of the consequences to the consuming public.

Assuming the same position that our friends take, that it is as good as butter, or, going a step farther and assuming that it is better because it will not go off flavor so quickly (which is the position they take), I still say let us have special legislation so the fellow who wants oleomargarine may not be deceived in getting butter. The principle is the same, whichever way you put it.

Dr. Charles Caspar Jr., of Maryland: I am glad to be able to say that Maryland has a special oleomargarine law. We have had it for a number of years and we have tried to enforce it. We have been assisted in our efforts in this direction by the United States authorities, with whom we have co-operated, and several persons are now languishing in prison as a result of our enthusiasm in this direction. A few persons were fined about \$1,000 and given from one to three years in jail, which will have a very wholesome effect in the state of Maryland, I am sure.

I am a great believer in oleomargarine as such. I like it on my table far better than some lots of butter, and I am a great believer in white oleomargarine, but I don't

150,000 Pounds of Milk

has run through the piping system of a large condensery in southern Wisconsin *every* day, yet they have not had to take their pipes apart and scrape or clean them once during the last 45 days.

Daily inspection of the pipes showed that there was *nothing* left in the pipes to clean out.

How do they do it?

Easiest thing in the world.

When B-K is used to flush pipes, vats, separators and pasteurizers before and after the run, milk solids cannot stick to or coat the metal.



KEEPS PIPES CLEAN

and saves you the time and trouble of scraping and cleaning them.

This is only one of the many ways in which B-K saves time and labor, and helps you to make better butter by keeping everything free from bacterial contamination and bad odors.

Send for Bulletin 89 and Free Sample
with full directions for the use of B-K. Prove to yourself what we claim for it.

Read What the Iowa Prize-winner Says

Oelwein, Iowa, Oct. 24, 1914.

General Purification Co.,
Madison, Wis.

Gentlemen: In regard to B-K as a germ killer and destroyer of odors, I do not believe there is anything its equal on the market. There are many places in a creamery where we have to use some kind of a purifier and deodorant and for this purpose I do not believe there is anything better than B-K.

I must say B-K is a great help in making a high grade butter. Yours respectfully,
THOS. SADLER.

Send This Coupon

General Purification Co.
508 Pioneer Bldg., Madison, Wis.
Gentlemen:

Please send me free sample of B-K and full directions for use in keeping milk pipes free from milk coating and for destroying of bacteria and odors in the creamery.

I make.....pounds of butter daily.

I make.....pounds of cheese daily.

.....
.....

General Purification Co., Madison, Wis.

think we should prohibit the sale of oleomargarine, as food commissioners, simply because it is oleomargarine. I think the federal government made a mistake when they permitted the manufacturer of oleomargarine to sell it under a name that is almost identical with "butter," that is "butterine." That has done a lot of harm in the state of Maryland. Our state law follows the federal law, and so we have to permit it in the same manner that the federal government does. That is where the difficulty arises. It can be sold at a low price and should be continued, but the same permission granted to the oleomargarine manufacturers to sell their product as butterine was given to the manufacturers of renovated butter, and I have heard several times that the explanation of the term "process butter" is that it is made by a superior process. At any rate, we compel them to put up a sign and call it "process butter," because if the federal government allows it we must allow it likewise. In nearly every instance the term "renovated butter" does not appear at all, while "process butter" appears in very large letters.

That is allowed to be colored. Renovated butter is not very merchantable unless it is colored, as a matter of fact. It is sometimes made from white and yellow butter mixed; at other times it is made from old rancid butter. It is melted, washed and

subsequently treated with milk and re-washed and recolored.

It does seem to me we ought to be consistent. Should the dealer be allowed to color a butter which is renovated butter, made from very poor inferior grades of butter and color that article without giving notice of it? It is not fair, but under the rules of the federal government it is permissible and we have to follow in the same footsteps. We have to enforce the Maryland law after the manner of the federal food and drugs act and the regulations issued under it.

F. A. Jackson, of Rhode Island: In regard to our experience in Rhode Island concerning the renovated butter law we just had passed in the last session of the state legislature (it became a law last May), I went before the committee and they argued that we ought to allow the word "process" because the United States government allowed it. I had had a little experience on that in my own family. My wife ordered what she said was some very nice butter made by a new process. I told her that it would be better to buy oleomargarine than that, that it was once rancid and had been reprocessed—and so I gave that experience to the committee. I explained that people were deceived by that term, that they thought a new and improved process for churning butter was

what it meant, while they did understand that "renovated" meant made over. Rhode Island insists that they shall have a sign with the letters one inch high over the tub and also that each individual package delivered to the purchaser shall be labeled "renovated butter." Dealers came before the committee and argued that it should be labeled "processed" and I said "No." I said that those people thought by that they were getting a new kind of processed butter, a new kind of churned butter, but that they understood what "renovated" meant.

In Rhode Island it is a custom to keep print butter, that is the creamery butter, and the process butter is a tub butter—so called. And when a customer comes in and says, "Give me two pounds of your tub butter," in a great many cases what he will be given is simply process butter.

Dr. Charles Caspari Jr.: Do you think you can enforce that in view of the fact that the United States government allows it to be called "process butter"? We considered that and decided we would have to admit it as processed butter.

Com. F. A. Jackson: I think you could enforce it, yes. We are doing it.

Com. James Foust: Pennsylvania has a special law for renovated butter. It costs you \$100 a year for the privilege of selling it. Renovated butter is colored but not for the purpose of selling it for something it is not. Every package that is sold must be labeled "renovated butter" so that the people who get it know they are buying renovated butter. Our law provides that articles of food shall be labeled so as not to deceive. Even though it is colored, it is butter. Oleomargarine is colored to sell it for butter. Renovated butter is still butter and there is no deception there for the reason that every package of it that is sold is labeled "renovated butter."

Hon. George L. Flanders: One word, Mr. President, in regard to the legal proposition involved here. Dr. Caspari, the national law permitting that privilege doesn't confine a state in its action. If your state law were in conflict with the national law it would follow, but under your police law you can enact regulations in addition to what the national law requires and it would stand if not conflicted.

In New York we permit them to brand it either "process" or "renovated" butter.

My position in the matter of color is that it should not be used to deceive. If it came to the point that it was necessary to protect the consumer, I should say all coloring should be abandoned. I take it that the purpose of all these food laws is to protect the consumer and it is my idea that they should be enforced with that end in view.

Dr. F. L. Kebler, U. S. Department of Agriculture: I would like to ask Mr. Flanders a question. I hold no brief for oleomargarine, although, like Dr. Caspari, I eat oleomargarine in preference to butter. But you took the position that the reason why special legislation should obtain in the case of oleomargarine was because it looked like butter and lent itself to substitution and fraud. Would you apply the same principle to other products? We have imitation whisky made by dilute alcohol, color and flavor and so on until very few can tell the difference. The same thing holds true with olive oils, cotton-seed oil. You can make it so that no one can tell the two apart. Why not apply the same principle to those things?

Hon. George L. Flanders: It is my understanding that that same principle is intended to be applied all through the enforcement of the law, with a few exceptions, as where goods are imitations, compounds

Why 2,750,000 People Read The Chicago Sunday Tribune

The Sunday Tribune has 550,000 subscribers. There are five readers, it is estimated, to every subscriber of a newspaper. The Sunday Tribune therefore, has 2,750,000 readers. It ought to, and WILL HAVE 5,000,000.

Here are some of the reasons:

- The Sunday Tribune is the world's greatest newspaper.
- The Sunday Tribune is a greater magazine than any monthly.
- The Sunday Tribune has the best national capital news.
- The Sunday Tribune has the ablest editorial writers.
- The Sunday Tribune's comic section is unsurpassed.
- The Sunday Tribune's color printing process has no superior and few equals.
- The Sunday Tribune's society news embraces New York, Newport and Washington as well as Chicago.
- The Sunday Tribune has the two best dramatic critics—Percy Hammond in Chicago, Burns Mantle in New York.
- The Sunday Tribune has the best household department, including Lillian Russell, Marion Harland, Bessie Ascough, and other authorities.
- The Sunday Tribune leads in war news and features, pictures and maps. It has three famous newspaper men—Joseph Medill Patterson, John T. McCutcheon and James O'Donnell Bennett—on the battleground of Europe. Edwin F. Weigle, the Tribune staff photographer who scooped the world on war pictures at Vera Cruz, is with Mr. Patterson.

These are only a few of The Sunday Tribune's features. Limit of space forbids enumeration of more.

The only ad that can tell The Sunday Tribune's story adequately is

The Sunday Tribune Itself

or mixtures they may be sold if they are plainly labeled to show they are imitations, compounds or mixtures. Now it is barely possible that you may want to carry this down to say they shall not make it an imitation. You know there are times when it is difficult to determine where it is an imitation. I have heard men say that a mixture of coumarine and tonka is an imitation of vanilla extract. I know I can't prove it in court. I may not have called those ingredients by the correct name because I am not a chemist. But the principles of the food law are, first, that an imitation shall not be made, and then if they are made they shall be labeled so that the consumer shall not be deceived. The difficulty is that when it gets to the consumer it is out of the bottle which bears the label. You have to judge a lot of these things by their physical appearance and it is that physical appearance that they want to have made in such a form that the average fellow can't tell the difference.

Dr. L. F. Kebler: Why not have a special law legislating against these imitations like oleomargarine, charging 10c tax?

Hon. George L. Flanders: Wherever it is necessary to protect the public I would have it passed. I would not put the 10c tax on it. When its advocates came demanding the tax, I raised my voice against it. I was against the 10c tax, but I was against allowing them to make it in such a way that it could be made to deceive the public. I am still for that line of demarcation to protect the consuming public.

Dr. Charles Caspari Jr.: Every package sold in Maryland must be labeled in letters three-fourths of an inch high "oleomargarine," no matter what the government demands, so far as the outer case, the tub, is concerned.

Hon. George L. Flanders: How about that when it goes to the table?

Dr. Charles Caspari Jr.: There is the only weak point. When it is sold in lunch-rooms and so on we can't get them at all.

H. C. Lythgoe, of Massachusetts: The state of Massachusetts requires that oleomargarine shall be labeled on the outside package and lots of people object to walking out of a store with a bag in their hand with "oleomargarine" printed on it in large letters. In one store I happen to know the way they get around that. The clerk puts it in the bag marked "oleomargarine" and then hands the customer another bag which is plain, and says, "Here is an unmarked bag if you want it." The customer takes it and goes out. You can imagine that the plain bag goes on the outside.

Dr. S. J. Crumbine, of Kansas: I think most of us realize the necessity for eliminating the color from oleomargarine, but why should not that same principle apply to the fellow who tints his butter in imitation of good, pure butter? It seems to me we want that line of demarcation all along the line. Now Nature takes care of things pretty well, and among the animals Nature has provided that liquid melts at the temperature of the stomach. Now at certain times the butter produced is going to be yellow. But man sought to make more money by dairying than that which he could do ordinarily and so he conceived a plan of getting a food in the winter and then the natural butter which was produced would be white. But it has all the nourishing elements of yellow butter. We began by saying it was just as good and now we hear it is the same thing.

I heard once of some testimony given in Ohio where the chemist for the firm being prosecuted said that there was nothing in butter that was not in renovated butter and therefore they were identical. It reminds

me of this: That a horse is an animal, a cow is an animal, and therefore a horse is a cow.

Maybe somebody will think I am getting out of my element, but I have been told in the early days they used to say there were four elements; now they have 80 or more and are substances made up of elements? In these products, I suppose, there are some elements that are alike and therefore the articles themselves are alike.

Hon. George L. Flanders: The thing is this: We want a line of demarcation between butter and oleomargarine so that the consumer shall not be deceived.

The Keys to Success.

These are the two keys to success. If you won't work and can't think, there is no success for you. If you will work and can think, it's like taking candy away from children to be successful, so says the Butchers' Advocate.

Why?

Because there is mightily little competition in the work and think class! Most of the fellows are getting along on the slip-easy route. There isn't much crowding on the road to success. Folks tell you there is and that the highway is so jammed with people that their eyes pug out! "How can we succeed," they ask, "when the game is so hot it makes our teeth crack?"

Nonsense! At the start there is crowding—there always is on a good thing. But by the time you have worked and thought past the first mile-post, the gang is far behind, sitting on a dry-goods box whittling basswood. After a while you have room enough to sidestep a barn dance, and by and by nobody gets in your way at all unless it is a quitter coming back!

If you are wise you won't stop to talk with that quitter—you will swerve 'round him and put as much distance between him and yourself as possible. Never listen to a quitter! Keep away from the man who has failed! Get your inspiration from the boss! He knows the road! That's why he's the boss!

Success? Why, men, it's an immortal cinch if you really and truly want to attain it. You can bank on one thing: The fellow who sits down and yawns, "Well, we can't all be president," never will be. He's not after success! He doesn't want success! He doesn't deserve success!—and you can bet your bottom dollar he won't get success! Not in 1,000 years!

But you can, if you have it in your heart to win!

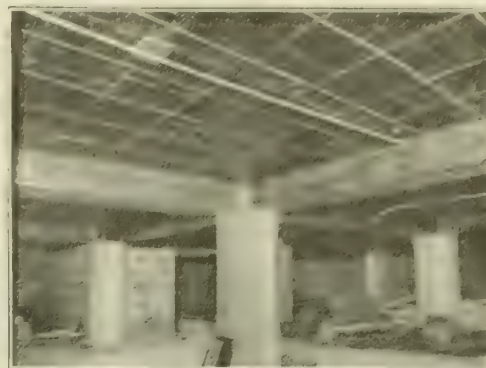
Turn to the back cover page and read about our Special Christmas offer—The Creamery Journal one full year for 25c. Think of it—only 1c per issue of the national creamery magazine.

The Citronelle Creamery Company, of Mobile, Ala., has been organized and incorporated for \$5,000 to deal in milk, cream and butter. James S. Lynch is secretary.

The creamery building, machinery, etc., at Meservey, Iowa, has been sold to Henry Groen for \$900. The plant has not been in operation the past few years.

"I am now manager and buttermaker of a new co-operative creamery at Brush, Colo. Just started; incorporated at \$10,000."—L. C. Langesen, Brush, Colo.

Chester, S. D., is soon to have a new co-operative creamery. The building is 25 by 50 feet and is being constructed of cement blocks.



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

Water-Proof Lith Insulation

It is guaranteed absolutely. The extra efficiency that it will give your refrigerator walls will reduce your refrigerating expense fully 50 per cent. Prepared in large sheets 18x48 inches. This is twice the size of ordinary insulation, therefore it leaves only half the number of joints or cracks for possible air leaks. Write for big Free Book—"Insulation for Cold Temperatures." Also learn about

Union Cork Board

—the insulating material made of pure cork granules and asphaltum. Contains most pure cork of any insulating material—1½ lbs. pure cork to every square foot one inch in thickness. Write for Free Book.

Union Fibre Co.

105 Union St., Winona, Minn.



ESTABLISHED 1869

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St.
near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

W. I. YOUNG ESTABLISHED 1854 W. B. YOUNG

W. I. Young & Co.

Wholesale Dealers in
Butter, Cheese and Eggs
149 Reade St., New York
WRITE US

Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

Bowman & Bull Co.

CASH BUYERS—RECEIVERS
All Grades

Butter, Eggs, Dressed Poultry

136 W. Lake St., CHICAGO

Zenith Butter & Egg Co.
Harrison and Greenwich Sts., New York
Receivers and Distributors
Give superior service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Sixth Nat'l Bank; Southwestern Nat'l
Bank; Dun and Bradstreet. Correspondence Solicited.

Smith's Computer

and

The Creamery Journal

one year, both for

\$2.00

Regular price, \$3.00.

The Use of Neutralizers in Buttermaking

(Continued from page 3.)

had been neutralized. It was also true that the butter made in the whole-milk factory ran a little higher in lime content than the butter made in one of the centralized plants. This was due, no doubt, to the fact that the butter made at the centralized plant was washed more in the granular condition and thus contained a lower per cent of casein. The reason that the farm butter ran higher in lime than the centralized butter was because the cream had been churned at a higher temperature and the butter contained more casein. The lime is held in the meshes of the casein.

Taking these investigations as a whole, the butter made from cream that had been neutralized averaged slightly higher in alkalinity than that where the cream was not neutralized with the exception of the farm butter. The difference, however, was so slight that one of the leading chemists remarked that he would not want to state that the extra lime did not come from the cream itself or from the salt rather than from the neutralizer.

Another prominent chemist, after investigating this matter for some time, told the writer that he could not determine whether cream had been neutralized or not by investigating the butter, as the cream originally contained lime and the salt contained lime and the amount of lime found in the finished products was so small that accurate determinations could not be made as to where it came from. The test commonly made by chemists for determining the lime content is to get the per cent of alkalinity by titration.

A better and a more sanitary grade of butter could be made even in a whole-milk factory if the acidity were neutralized and a pure culture used for ripening. Poor cream, like poor people, will always be with us. I believe that within the next five years cream will be graded and paid for according to quality, but that will not mean that all the cream will be good. Live stock and grain are now paid for according to quality, yet all stock and grain put upon the market are not first class, and the same is true with most all food products. The paying according to quality has a tendency to uplift or improve the quality as this creates an object for a man to put forth his best efforts. The amount of lime used in neutralizing is so infinitesimal that it is not discernible even to a chemist. Practically all passes off in solution with the butter-milk.

South Dakota Buttermakers' Convention

The annual convention of the South Dakota Dairymen's and Buttermakers' Association will be held at Mitchell on Wednesday and Thursday, December 2d and 3d. Secretary Ryger has been doing a lot of hard work preparing for this meeting, and the prospects are for a big convention. Mitchell is an excellent convention city, the hotel and transportation facilities being first class.

The program is as follows:

Wednesday, 11:00 a. m.

Call to order.

Invocation—Rev. H. Snyder, Mitchell.

Address of Welcome—Hon. A. E. Hitchcock, Mayor of Mitchell.

Response—Dr. J. K. Kutnewsky, Redfield.

President's Address—A. H. Halls, Garretson.

Report of Secretary and Treasurer—A. P. Ryger, Brookings.

1:30 p. m.

"The Value of a Butter Trade Mark to American Creameries"—Prof. M. Mortensen, Iowa State College.

"Cultivating Local Butter Markets"—E. H. Baldwin, Clark.

"Co-operation"—Hon. J. G. Winkjer, dairy and food commissioner, Minnesota.

"Why Should Cream Be Bought According to Its Quality?"—Wm. White, dairy manufacturing specialist, federal dairy department.

Thursday, 10:00 a. m.

"Location a Factor to Success of a Local Creamery"—Enos Albertson, Flandreau.

"Advantages of Mechanical Creamery Refrigeration"—Chris Rognes, Madison.

Remarks on butter exhibit, reading of scores and presentation of prizes.

Address—Prof. T. L. Haecker, Minnesota State College.

"Co-operation of Town and Rural Community"—Prof. S. D. van Benthuyssen, Dakota Wesleyan College.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

WANTED—To buy or lease creamery in Iowa receiving about 10,000 pounds of whole-milk daily. Address "A. S. D.," care The Creamery Journal.

FOR SALE—Ice cream plant in city of 30,000. Owner has two plants and can not attend to both. Will trade for good farm. Address Lock Box 880, Waverly, Iowa.

POSITION WANTED—By young buttermaker. Five years' experience and Minnesota dairy school course. Am married. Can come any time after January 1st. Good references. Address Casper Myrom, Maquoketa, Iowa.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

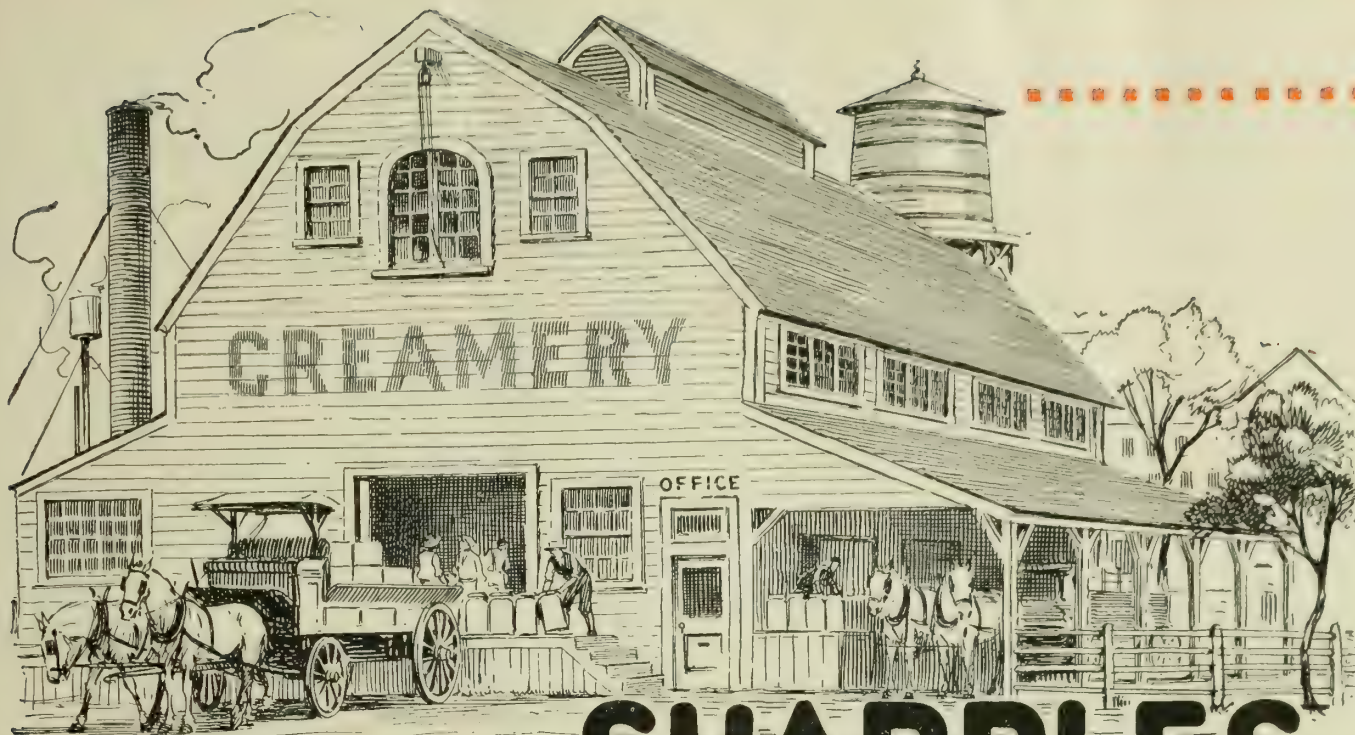
WANTED—One small or medium sized, second-hand Wizard or Jensen combined pasteurizer and ripener, in good shape; Wizard preferred. Also, one second-hand 90-pound Improved Friday butter printing and cutting machine in good shape. Answer at once, naming price. Address J. G. Stallsmith, New Lexington, Ohio.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortisen, Castana, Iowa.

POSITION WANTED—By young first-class buttermaker, five years' experience in up-to-date creameries, whole-milk and gathered cream. Holder of engineer license. Can also operate gasoline or kerosene engines. Am single. Can come on short notice. Know how to pasteurize and make starter. High class references. Address Jas. E. Klemmer, St. Lucas, Iowa.

WANTED—Experienced man for creamery, one used to putting out certified milk with modern machinery and that understands the Babcock test and has some knowledge of steam engines. Permanent position for first class man with good references. Twenty miles southeast of Kansas City. Apply to F. F. Dow, Manager Dairy Dept., Longview Farm, Lee's Summit, Mo.

FOR SALE—One No. 9 1,200-gallon R. B. Disbrow churn, used only few weeks; one 600-gallon Eclipse ripener, rebuilt and as good as new; one cream test scale; one moisture torsion balance; one 4-bottle hand Babcock tester; one 8-bottle 20th Century Babcock tester; one No. 4 Ideal bottling machine; one Northey cooler, 13½ by 8 by 7½ feet; one No. 1400 Farrington pasteurizer; one 15-tube cooler. Everything in good condition and will be sold at a sacrifice price. Address J. J. Miller, care Waterloo Savings Bank, Waterloo, Iowa.



SHARPLES

THE FACTORY TUBULAR



THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

Send for the Factory Tubular Book

THE SHARPLES SEPARATOR CO.

WEST CHESTER, PA.

Chicago, Ill. Dallas, Texas Minneapolis, Minn. Kansas City, Mo. Toronto, Can.
San Francisco, Cal. Portland, Ore. Omaha, Neb. Winnipeg, Can. Agencies Everywhere

Our Christmas Present to Creamerymen of America



THE FRED L. KIMBALL COMPANY, publishers of THE CREAMERY JOURNAL, are going to play Santa Claus for one month beginning December 1st. We are going to make a substantial gift to every creameryman — buttermaker, manager, secretary, board-of-director member — who is progressive enough to want to keep in touch with the latest happenings and developments in the creamery world — who wants to learn more about his own business — who wants to keep familiar with efficient methods of business—who wants to ride the wave of progress instead of drifting along in the rear.

THE CREAMERY JOURNAL is the national magazine for the creamerymen of America. It is published twice a month, on the 1st and 15th. It is edited and contributed to by practical creamerymen and authorities. It is a bright, snappy publication, well printed and illustrated and its columns are devoted exclusively to the interests of butter and buttermaking. No matter whether you are a helper, a buttermaker, a secretary, a manager or a member of the board of directors, you will appreciate and profit by reading THE CREAMERY JOURNAL. It is long on plain, practical things and short on technicalities.

The regular price has heretofore been \$1.00 per year—and those who have been reading it say it is worth \$2.00. But—as a Special Christmas present, we are going to send the paper beginning January 1, 1915.

ONE FULL YEAR FOR 25 CENTS

This offer is good for new or old subscriptions and will positively be withdrawn December 31st.

Think of it! Only 1c per issue for the most valuable creamery trade magazine published!

Just fill in the accompanying blank, enclose a quarter (silver or stamps) and do it at once before you forget it. Such an offer may not knock at your door again.

And besides, we wish you a very Merry Christmas!

The Creamery Journal, Waterloo, Iowa.

Here's my quarter. Send me The Creamery Journal one full year beginning January 1, 1915, as per your Special Christmas offer.

Name.....

Please write very plainly

Town.....

State..... R. F. D.....

Please check OLD
NEW

(Good for New or Old Subscribers)

THE
**Fred L. Kimball
Company**

WATERLOO, IOWA

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UNIVERSITY OF THE CITY OF ILLINOIS
DEC 1914

THE CREAMERY JOURNAL

The National
Creamery
Magazine

VOL. XXV NO. 22

WATERLOO, IOWA, DECEMBER 15, 1914

FIFTY CENTS A YEAR



Published by FRED L. KIMBALL CO., Waterloo, Iowa

DE LAVAL BUTTER BEST AS USUAL

At the Great 1914 National Dairy Show

BUTTER made from cream separated by the De Laval Separators made the usual clean sweep of all highest awards at the great National Dairy Show held in Chicago in October this year, as it has always done at every convention of the National Buttermakers' Association or a Dairy Show since the beginning of these important annual contests in 1892.

The Sweepstakes and Gold Medal awards in the various classes were as follows:

Whole-milk Creamery Butter

The highest award in the Whole-milk Creamery Butter class was made to Thomas Sadler, of Oelwein, Iowa, upon butter made with a De Laval Power or Factory Separator—score 96½.

Gathered Cream Creamery Butter

The highest award in the important Gathered Cream Creamery Butter class was made to the United Dairy Co., of Chicago, which uses both De Laval Separators and Milk Clarifiers, the prize-winning butter being made from cream gathered mainly from farm users of De Laval Hand Separators—score 96¼.

Farm Dairy Butter

The highest award in the Farm Dairy or Home-made Butter class was made to Austin C. Higgins, of Andover, Mass., who happily is not only a De Laval user but a De Laval local agent—score 96.

Market Milk

The highest scoring Market Milk exhibit of any kind was the certified milk one of H. P. Hood & Sons, of Boston, Mass., large users of both De Laval Separators and Milk Clarifiers—score 98.40.

Cheese

The highest scoring cheese exhibit was that of Edward L. Termaat, of Plymouth, Wis., user of a De Laval Whey Separator—score 97¼.

De Laval Superiority Indisputable

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The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 22

WATERLOO, IOWA, DECEMBER 15, 1914

Fifty Cents a Year

State Trade Marks for Butter

By PROF. M. MORTENSEN

The idea of using state trade marks for butter originated in Europe and it is therefore to our interest first to study the European system of marking and the advantages of such marking to the dairying industry of the foreign countries. Denmark may be considered as the country in which this system has been developed to the highest degree of perfection and it has been developed along such lines as will prove practical also for the creameries of the United States.

The Danes are using a special mark called the "Lure Mark." Each firkin which is used for the Danish butter contains two staves with the Danish Lure mark. These staves are furnished by the main office of the association. In addition to these special staves, numbered parchment paper bearing the Lure mark is furnished by the association. One of these slips is placed inside in the bottom of the container and another one inside on top of the butter. A complete record is kept at the association office of the quantity of slips and staves sent to each creamery and the numbers with which such are marked. It is furthermore required that the creameries keep a complete record of the use of such labels and staves and show where butter so marked has been placed.

In accordance with the Danish law no butter may be exported which has not been pasteurized to a temperature of not less than 176 degrees Fahrenheit, and furthermore it must be properly marked with the Danish Lure mark. It is possible, however, to ship print butter packed in hermetically sealed cans without such markings. All used firkins are destroyed.

Anyone desiring to have the privilege of using the Danish Lure mark must make request therefor in writing to the police station.

Any creamery that has the privilege of using the Danish Lure mark is required to forward butter to the Danish experiment station whenever called for by that station. Calls are usually made by telegram or by special delivery letter and the butter must be sent immediately upon receipt of such notice. The package of butter to be sent must be from the churning made immediately before receiving the notice. Such calls will be made from two to three times annually. The country is also divided into districts and in addition to scorings mentioned each district has eight scorings annually. The buttermakers are required to exhibit butter at such scorings. If a low score is obtained by a creamery the experiment station in Copenhagen will be notified immediately and special calls for butter from such a creamery is made by the experiment station.

If the creamery scores five points below

the average score when sending butter to the laboratory in Copenhagen, such a score is reported to the secretary of agriculture and special efforts will be made toward having the creamery improve the butter. A number of calls for butter from that creamery will be made and if they after a short time find no improvement the Lure mark will be withdrawn from such creamery.

The scoring at the dairy experiment station is done by three sets of judges. Each set of judges is composed of three men, one state inspector, one butter dealer and one buttermaker.

The butter when called for is left at the experiment station for two weeks at a temperature of 50 degrees Fahrenheit before it is scored. Their object is to score the butter at about the same time and under the same conditions as it would reach the consumer.

As a result of the Danish trade mark the butter from that country is of so uniform quality that the buyer has a definite standard in mind when buying a lot of Danish butter; he pays no attention to the creamery in which such butter was manufactured, as all Danish butter is alike for commercial purposes. It is doubtful that a creamery could be found in Denmark which is not using the government brand and if such a creamery did exist the product therefrom would be looked upon with a great deal of suspicion.

The Holland system of butter control is based entirely on the chemical analysis of the butter. The purpose is that of preventing the creameries from adulterating the butter either with moisture or foreign fats. It is claimed that some years ago such adulterations were quite frequent in that country.

The inspectors take, at irregular intervals, samples of the butter manufactured at the creameries. These samples are analyzed at the laboratory. All butter, when shipped, must bear the government mark (the Netherlands arms) upon which by means of numbers and letters the maker as well as the date of making are indicated.

Notwithstanding the varying chemical composition of genuine Netherlands butter, the butter control station concerned, can from the available data, give the chemical composition of control butter wherever and whenever such butter is found at home or abroad, provided only that the number and letters of the government label found on the butter be mentioned.

There are eight control stations in Holland. These stations employ a director who is chief chemist and he usually has two helpers and a couple of men traveling through the country collecting samples. The chief station in Holland is at Leiden.

At that place marks used for the butter are manufactured. A record is kept of all of the marks sent out to the various stations. The sub-stations in return send information back to the Leiden station in reference to the disposition of the stamps giving the numbers of stamps sent to the various creameries.

The Holland control stations are private, but work under the supervision of the government. The creameries bear the cost themselves pro rata to the amount of butter produced.

The paper marks used as identifying marks are made from casein and they are so perforated that when pressed into the butter they are not able to be removed and can therefore be used for only one package. The trade mark bears the Netherlands coat of arms and has the writing "Nederlandsche Botercontrole" and each mark is numbered.

This society can refuse the admission of anyone who makes application for becoming a member without giving any reason for such a refusal. Manufacturers who become members must be persons of good reputation and such as are not identified with the manufacture or handling of oleomargarine or foreign oils.

Although this mark does not in a way indicate the quality as we usually understand the term, at the same time the English people will not accept butter from Holland unless it bears the government mark.

New Zealand has during recent years made wonderful improvements in the quality of its butter. This is due to its system of inspection which is most rigidly enforced.

New Zealand demands that all butter exported is inspected by a government inspector. There are nine such inspectors employed in New Zealand or one inspector for each shipping point. This inspector scores one package of butter from each churning. A certificate is issued for each shipment. A copy of this certificate is sent to the manufacturer of the butter, a second copy is sent to the purchaser of the butter and a third copy is mailed to the government official in charge. The grade of the butter is also stenciled on the package and the merchant buys the butter on the basis of such markings.

In order that the government inspector may obtain a package from each churning it is ordered by law that all packages must be marked at the factory with the date when the butter was made and the number of the churning; each factory is furthermore required to keep a permanent record of such marks. If the package is marked "No. 5, June 2," it means that it is from the fifth churning made on June 2d. In addition to such marks each package is also marked

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with the registered number of the creamery; each creamery exporting is required to be registered.

After the butter has been scored by the inspector in New Zealand it is required that it be placed in cold storage for not less than four days before it is loaded into the boats for shipment. A special inspector is located in London, England. This man has for several years been inspector in New Zealand and it is his duty to examine the butter when it arrives in England and if the butter has deteriorated while in transit or is of a different grade than that marked on the package he notifies the government immediately. In urgent cases he is allowed to cable. In order that the inspectors of New Zealand may be in a position to do uniform work, all the inspectors come together about three or four times annually and at such annual conferences they do considerable scoring so they may all have the same standard.

L. Lowe, the senior member of W. Weddell & Co., London, attributes the great success of the New Zealand buttermaker to this system of scoring. The fact that on June 23, 1914, New Zealand butter was sold at 112 shillings per hundredweight against 104 shillings for Australian butter which some years ago was in greater demand than the butter from New Zealand seems to indicate that there is some merit to their system.

If we make a comparison between the countries mentioned and such that have not adopted any method of marking the butter, we find that the latter are much below the former in quality. It is to be regretted that a comparatively small percentage of the butter manufactured in the United States is of high quality especially as the American people want to buy the best that can be obtained, they have the money and are willing to pay a premium for quality. Is it not to the interest of our producers and manufacturers or is it not their duty to sell what people want? If the state or government mark has been used profitably by all other countries adopting it, should it not be fair to anticipate that similar results would be obtained in this country.

A state brand, if the use of it is regulated by sensible rulings and protected by necessary legislation, will soon divide the butter produced in the state into two distinct classes. First, that bearing the state mark, and second, that which has not reached the required standard. The former will readily sell at a premium. The producer whose product is used for the making of such butter will naturally obtain a premium on the cream he sells. It makes dairying more profitable to him, it arouses greater interest and will go a long way toward improving the condition of our cream supply. The fact that a creamery is permitted to market its product under the state brand is of much advertising value to the creamery among its patrons. It stimulates greater interest even among producers who are selling to creameries not being permitted to use the mark and it should therefore greatly assist all creameries in bringing about general improvements.

It is evident that if we obtain the best results from the use of a state mark, it is

essential that market inspectors be employed and that they score a sample of butter from each churning. A similar system of reporting as that adopted in New Zealand should prove to be of much educational value and in every respect very satisfactory. When the buttermaker is informed about the defects of each churning he should most certainly be in a position to make improvements. Such constant reports will stimulate greater interest on the part of the creamery operator and he will therefore at all times do his very best. It has been clearly demonstrated that the premium winners in all state and national contests are usually men who enter in the various contests. Those dropping out from taking active part in such work will eventually lose out.

Our supply of poor cream is well known to be the main cause of our present poor quality of butter. If a state mark were used the creamery operator would have a better conception of which grade of cream to receive and which to turn down. It would eliminate a great deal of unnecessary arguing about the proper classification of old cream.

The extension department of the colleges and the dairy inspectors would be of greater value to the state for we can only help the one who feels that he needs our help and as long as good butter does not obtain a reasonable premium we cannot expect that the manufacturer of poor butter will realize that he should do better. When sufficient interest has been aroused on the part of the creamery manager some of the state employes might work to better advantage, each confining his energy to only one creamery at a time, working with the creamery operator and with his patrons until the output from that plant was up to the required standard, after which the state worker would take up work in another plant.

The state mark if introduced would furthermore improve the sanitary conditions of the creameries. The factory using the mark would be under strict inspection and the cream used for the manufacture of butter would most likely be required to be pasteurized.

In order that a state trade mark may prove a success it shall have the support of the creamerymen of the state, also of the commission merchants and of the men in the state identified with educational work along dairy lines. It shall be definitely understood that the mark stands for quality. However, the requirements should not be so severe that the manufacturers are made to feel that there is no use of trying to obtain the privilege of using the mark.

In order to obtain a more definite idea of what such a mark would stand for the following rules may be considered. These rules may be satisfactory to one state; however, they might not necessarily fulfill the requirements made by another state.

Rules Governing the Use of Official State Butter Mark.

I. Mark and Marking.

1. The official state butter mark as adopted by this association shall consist of..... (description of mark)..... The registration number of the creamery shall be incorporated in the mark.

2. For marking the tubs is used a stencil of the official state mark. The size of the marking in this stencil is to be four by eight inches. The mark is stenciled on the upper surface of the cover of the butter tub, also on the outside of the tub between the second and third hoops from the top of the tub.

In addition to such markings all butter solid packed shall have placed on its upper surface a parchment 2½ by 5 inches. This parchment contains the marking of the official state butter mark with number of creamery and serial number of the parchment, 50 parchments bearing the same serial number.

All tubs or packages for solid packed butter marked with the official state butter mark must bear the date the butter was made and the number of churning marked plainly with black ink with figures not less than one-half inch in height. Example: 12

— 5 is to mean 12th month, 6th day, 5th churning.

6 Solid packed butter is understood to be any quantity or more than two pounds packed in one solid piece.

3. Print butter. Parchments for print butter may be marked with the official state butter mark. The size of the markings should be 1½ by 3 inches. Private trade marks may also be found on such wrappers. No printer will be permitted to print the official state butter mark on any lot of wrappers before permission has been granted in writing by the state dairy commissioner.

II. Quality Requirements.

1. The butter shall be made from cream which has been pasteurized to a temperature recognized as being sufficient for the destruction of pathogenic organisms.

2. No preservative or adulterant may be added and the butter shall contain less than 16 per cent moisture.

3. The butter shall obtain a quality score of not less than 93 points—100 as perfect—by the market inspector upon arrival at the market and by the judges at the monthly scoring at the experiment station after the butter has been held in cold storage there for two weeks.

4. The creamery in which this butter is manufactured must obtain a score of not less than 80 points in accordance with the government score card.

5. Creameries having the privilege of using the mark are required to exhibit butter at the experiment station monthly. Calls for such exhibits are made by telegram or special delivery letters. The creamery shall ship a sample from the most recent churning made upon receipt of such notice. This sample must be put up in the same form and in the same size package in which it is marketed.

6. When a shipment of butter is made to one of the markets where market inspectors are employed, the manager of the creamery making such shipment will notify the market inspector on a special blank furnished therefor. This report shall contain information in reference to number of packages shipped, date and number marked on each package and other special information as may be considered of value.

7. If the butter is disposed of to markets where no market inspector is located, then the scoring will be confined to such as are conducted by the experiment station.

III. When is Permission to Use the Official State Butter Mark Granted?

1. Any creamery manager or creamery proprietor making application in writing to the state dairy commissioner for permission to use the state butter mark shall be granted the privilege, provided the applicant meets the requirements for the use of this mark.

2. The applicant, before he will be authorized to use the mark, shall first be able to manufacture butter which will grade 93 and the creamery must obtain a score of not less than 80 points in accordance with the government score card. The applicant may then obtain permission from the state dairy commissioner to have the market inspectors score his entire output of butter for one month without having the privilege of using the state mark. If the butter during that month has obtained scores of not less than 93, permission will be granted said creamery to use the state mark.

3. Stencil and parchments bearing the official state mark can be used by the applicant only for butter manufactured in the creamery specified in the application.

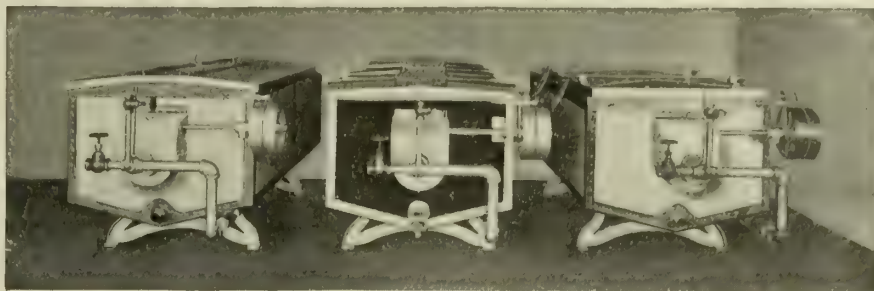
4. If a creamery, the product of which is marked with the state mark, changes ownership, the new manager or owner shall again make application before permission to use the state mark is granted and the new manager or owner shall be treated in every respect the same as a new applicant.

5. If any creamery organization which has obtained permission to use the state mark fails to comply with the rules governing the use of this mark the creamery manager or owner is compelled to return to the state dairy commissioner upon request from his office the special stencil and parchments which have been obtained from the commissioner's office. For this the commissioner will refund the original charges made. This does not include the parchment butter wrappers which are printed with the state mark. These should be turned over to the state dairy commissioner who will keep same without cost to the creamery up to such a time when the creamery is again in a position to use the official state butter mark.

6. No creamery organization that is also interested in manufacturing renovated butter or oleomargarine can obtain permission to use the official state butter mark.

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Important Dairy Official Conference

AT DES MOINES, IOWA, DECEMBER 11TH

A meeting of the dairy commissioners and dairy professors of the middle west was held December 11th at the Savery hotel, Des Moines, Iowa. With Prof. C. Larsen, of North Dakota, acting as chairman, and E. G. Bennett, Missouri state dairy commissioner, filling the secretary's chair, 25 professors of dairying, dairy commissioners and creamery butter manufacturers from Iowa, Illinois, Missouri, Nebraska, Kansas, South Dakota and Indiana worked honestly, earnestly and intelligently—formulating resolutions for the betterment of quality in dairy products. It is true that various states have and enforce certain laws relative to the purchase, manufacture and sale of dairy products, but these laws are not uniform. No two states have the same laws interpreted in the same manner. It is the plan of the dairy commissioners and dairy professors of the middle west to formulate definite recommendations and make vigorous effort to have them incorporated in the statute books of the various middle-western states as laws to be enforced.

In launching the meeting, Chairman Larsen outlined the purpose stating that the subjects which should have consideration were cream grading, city milk supplies, ice cream standards and oleomargarine.

It was the chairman's belief that the sense of the meeting should be to form resolutions which, when adopted as laws, would best control these phases of dairying to best promote the industry.

Responding to roll call the following

sponsors of dairying in the middle west committed themselves as being heartily in favor of cream grading and all other plans that would tend to better the quality of dairy products and advance the dairy industry:

Prof. C. Larsen and State Dairy Commissioner A. P. Ryger, of North Dakota; Prof. J. H. Frandsen, State Dairy Commissioner C. E. Harmon, Secretary McGinnis, of the Nebraska Dairymen's Association, F. W. Wilkinson, David Cole and C. H. Harding, of Nebraska; Frank Haskell, of Kansas; State Dairy Commissioner Bennett, B. W. Kent and C. E. Kern, of Missouri; State Dairy Commissioner W. B. Barney and his assistants, H. O. Tellier, B. C. Illiff and Dr. Thompson, Prof. M. Mortensen, L. O. Loizeaux, H. R. Wright and Hugh G. Van Pelt, of Iowa; J. D. Jarvis, of Indiana; Prof. G. L. McKay, J. B. Newman, Geo. Caven and F. W. Bouska, of Illinois.

It was truly a representative gathering of dairy professors, dairy commissioners, creamery butter manufacturers and of the dairy press. On account of this there is little doubt that the various resolutions will be found of such a practical, beneficial nature that several state legislatures will adopt them as laws this winter.

The discussions centered largely upon cream grading. J. B. Newman, assistant dairy commissioner of Illinois, told of the Illinois Creamery and Butter Manufacturers' Improvement Association which had been organized. Their plan was to en-

courage every creameryman in the state to become a member of this association and agree to purchase all cream on a graded basis. The association will publish bulletins at regular intervals which will not only contain information pertaining to the grading of cream and other subjects, but it will also convey a list of those who agree to grade cream. This Mr. Newman believes will call attention to those who are for better quality as well as those who are willing to accept any kind of cream that is offered them. Thus far the plan seems to be succeeding well for only one creamery in the state has refused to co-operate.

W. B. Barney stated that he and his department were for cream grading if such would better conditions. He called attention to the fact that his 1911 report set forth the various grades of cream and an attempt was made to encourage cream grading but it did not succeed well.

Mr. Barney suggested another plan which he recently tried out. Nearly a year ago one of the largest co-operative creameries in Iowa employed a field man but he was unable to make much headway. The creamery finally appealed to the state dairy commissioner and Mr. Barney sent one of his assistants to go out over the territory and study conditions. The result was that he found miserably insanitary conditions on two farms and under the sanitary law prosecuted them. After waiting a month, Mr. Barney wrote the creamery asking for results and found the plan had done more to improve the quality of the cream than any other method that had ever been employed. In fact, the creamery manager advised Mr. Barney that had the method been employed early in the spring a saving of \$3,000 for the year would have been made by the creamery.

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In conclusion, Mr. Barney stated that the quality of Iowa eggs had been improved 25 per cent during the past year by prosecuting those who persisted in selling bad eggs, but that to make prosecutions the various states must have rigid sanitary laws.

Prof. G. L. McKay, agreeing with Mr. Barney, stated it was his belief that the lowering of the tariff would be the means of eventually forcing every creamery to grade their purchases. "There is no reason," said Mr. McKay, "why cream should not be sold on quality when all other articles are."

Prof. Mortensen expressed himself as being absolutely in favor of cream grading and told of the success he attained at Ames. He suggested the advisability of telephoning the shipper immediately upon receipt of a shipment of bad cream. He stated that writing letters was too slow a process; and thus the discussion continued through the hours of the morning until finally H. R. Wright presented a system of grading which the National Association of Creamery Butter Manufacturers had prepared. These resolutions met with the approval of the dairy commissioners and dairy professors, and after suggesting various minor changes a committee consisting of Prof. Frandsen, J. B. Newman and A. P. Ryger was appointed to consider the resolutions making such revisions as they believed advisable. The result was that the following grades were accepted as standards by the association, and an attempt will be made to have all cream purchased in the middle west graded to comply with these standards.

Extra—Extra grade cream is sweet cream, suitable for table use, and such as will not curdle in hot water, tea or coffee.

First Grade.—First grade cream shall consist of cream that is clean to the taste and smell, slightly sour, containing not to exceed .4 of 1 per cent acid, and not less than 25 per cent butter-fat and free from lumps, curd, dirt and all foreign matter.

Second Grade.—Second grade cream is cream that is too sour to grade as first grade, or may have weedy or undesirable flavor or odors; all other cream shall be deemed illegal.

Illegal Cream.—Illegal cream is cream that is very old, rancid, mouldy, dirty or curdy, or that is produced from an unclean separator, or that is stored, handled or transported in unclean cans, or that has been produced, handled, separated, stored or transported in violation of the state dairy, pure food and sanitary law and the sale, purchase or manufacture of such cream for any human food purposes should be prohibited by statutes.

It developed from among the dairy commissioners that it was one thing to have laws and another to be able to enforce them. Where cream buyers are licensed and they disobey the law their license may be revoked, but this does not solve the problem, for the manufacturer immediately places another buyer in the field who may be equally disobedient of the law.

F. W. Wilkinson, general manager of the Beatrice Creamery Company, suggested the advisability of the creamery company buy-

ing the licenses so that in cases where they were revoked the creamery company would be compelled to do certain things in order to be able to secure another license for that particular point of purchase.

David Cole, of Nebraska, sanctioned the plan and illustrated his belief that it would succeed by the statement: "There would be no burglars if there were no pawn-brokers." There is a great deal of truth in Mr. Cole's statement, for if there were no buyers for bad cream, good cream would shortly be more generally in evidence.

The question then arose as to how the cream buyers might distinguish the various grades and secure a uniform test. It developed that much of the dissatisfaction pertaining to cream tests results from the fact that no standard set of glassware is in use and that scales vary in efficiency and sensitiveness to the extent that wide variations in butter-fat tests occur.

The discussion also brought to light various systems of testing that are employed and more than one method of reading tests are practiced. The following resolutions were adopted in hopes that when put into general operation many of the present difficulties would be overcome: "Testing to be lawful must result in a clear transparent butter-fat column, following which the bottles are to be placed in a water bath with a temperature of 125 to 135 degrees and kept there 10 minutes or a sufficient time for the cream to reach a like temperature. A reader of glymol, white mineral oil or any other standard non-fat dissolvent to be used in reading the test."

To standardize the method of testing so that uniform and truthful results would obtain, a committee consisting of Mr. Red-

fern, of Nebraska, Mr. Hines, of Kansas, and Mr. Tellier, of Iowa, was appointed to determine the best method of using the Babcock test in all of its details and to report to the organization by the first of January.

Owing to the fact that the 1910 Year Book of Agriculture statistics demonstrated that approximately 900,000,000 pounds of dairy farm butter were manufactured in comparison with 600,000,000 pounds of creamery butter, it was the consensus of opinion that farm dairy butter should be subjected to the same federal and state regulations as creamery butter.

The subject of ice cream standards came in for its share of discussion, which resulted in the fact being brought forth that the federal law exacted 14 per cent butter-fat. This same standard had been adopted by the states of Wisconsin, Nebraska, North Dakota and Kansas. Indiana and Illinois have an 8 per cent standard and Texas a 6 per cent standard. Iowa had adopted a 12 per cent standard and Mr. Barney was requested to state what success he had attained in enforcing the law. In response Mr. Barney spoke as follows: "Well, what we have done, I think we have done pretty well. We enacted a standard of 12 per cent. On a test case we were defeated in the district court and then took it to the supreme court of the state and the decision was in our favor. I absolutely stand pat on the 12 per cent standard."

After the discussion which followed it was resolved to be the sense of the association that a standard for ice cream should be maintained and that Mr. Barney should be commended for his work in upholding the ice cream work in Iowa.

The final resolution adopted was as follows: "It shall be the sense of this body that all retailers, wholesalers, manufacturers of oleomargarine or places where oleomargarine is served, be required to take out a state license."

Upon passing by rising vote the motion that the organization express their thanks to the Des Moines creamery and Mr. Barney and his assistants for their many courtesies, the meeting was concluded.

The South Dakota Convention

AT MITCHELL, DECEMBER 2D AND 3D

Delegates were slow in arriving, but by the time of opening the ninth annual convention of the South Dakota Dairymen's and Buttermakers' Association, between 80 and 100 members were seated in the city hall, where the sessions were held. The weather was very favorable and the meeting, while not as largely attended as in former years, was lively and inspiring.

Rev. Snyder opened the first session by invoking Divine blessing. Mayor Hitchcock started things off by putting everyone in good humor and by making the visitors feel that their presence was appreciated. He became reminiscent and his account of the dairymen's trials in the earlier days was interesting. He made a strong plea for greater co-operation, citing that as one thing which knew no failure. He admitted

that so-called co-operative creameries had failed, but it was due to a lack of co-operation.

Dr. Kutnewsky, of Redfield, responded to the mavor, in behalf of the members. The thought he made prominent was that dairying was the only thing that would make \$100-an-acre land in the Dakotas pay a profitable dividend. He was very optimistic about the agricultural future of the Dakotas, but said a balanced ration of alfalfa, brains and silos was necessary.

President Hall's remarks were brief but rang with sincerity. Since the last convention he entered the mercantile business and while he is successful in his new work, he advised buttermakers to stick to the churn. He said there were troubles in the mercantile business as well as in creamery work. He said bad prunes were fully as disgusting as bad cream. He voiced his desire and determination to get back into the buttermaking game at the first opportunity. He asked for renewed interest in the association, pointing out the fact that the South Dakota buttermakers were first-raters and should have just as good conventions as other states.

Secretary-Treasurer Ryger read his an-

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nual report showing total receipts for the past year of \$589.62. The total expenditures were \$558.01. Expenditures from the state appropriation fund amounted to \$283.99. The balance on hand, including last year's balance, is \$640.07, which, with a balance from the state appropriation fund of \$516.11, leaves a total credit of \$1,156.18.

Prof. Mortensen, of Ames, Iowa, gave an excellent address on "State Butter Brands." This was the same subject the professor discussed at the Minnesota convention, and as his address appears elsewhere in this issue, we will not comment further.

Commissioner Winkjer, of Minnesota, explained briefly the working of the state brand in his state. He said he thought the state brand idea was good as it laid a foundation for uniformity.

Oleomargarine came in for its share of discussion. J. R. Morley, of Owatonna, Minn., told of present and prospective legislation. His contentions are that the color line is the one thing of importance, and urged creamery and dairy associations everywhere to pass resolutions endorsing the National Dairy Union in its work to give butter a square deal in competition with oleomargarine.

E. H. Baldwin, of Clark, talked on "Cultivating Local Markets." He advocated a trade mark, but said a creamery must first make a good grade of butter. He said they used only A-1 grade for their best butter and insisted that no creamery can be successful without quality. He claimed the centralizers were no competition at all so far as local butter markets are concerned, and his idea is that creamery managers do not give their local markets enough attention.

In the discussion which followed, several

confessed that they shipped their poorest cream to the twin cities.

Commissioner Winkjer, of Minnesota, made an exceptionally strong plea for greater co-operation. He said co-operation was the greatest thing in the creamery business. Mr. Winkjer scored the convention butter and made his comments at this time. He scored with the requirements of the Minnesota state brand in mind.

The following committees were appointed: Finance, E. A. Paulson, Webster; K. O. Fossum, Baltic; L. B. Beardsley, Sioux Falls. Resolutions: F. W. Merrill, Fargo; J. L. Jensen, St. Onge; W. Willander, Beresford.

The Commercial Club had charge of the evening's entertainment. They provided an excellent banquet at the Widman hotel and music was furnished by local talent. Several impromptu talks were made and the affair was a most pleasant one. Preceding the banquet, members were entertained at one of the moving picture theatres.

The Thursday forenoon session began promptly with a good attendance. Enos Albertson, of Flandreau, was the first on the program. His paper discussed the subject of "Location a Factor to the Success of a Local Creamery." He pointed out his reasons for locating the creamery in a prominent part of town. He said in order to meet cream-station competition the creamery should be located as nearly in the center of the business district as possible. Such a location will greatly increase the revenue from retail sales of butter, milk, cheese, ice cream, etc.

"Mechanical Refrigeration" was ably discussed by Chris Rognes, of Madison. Like all other creamerymen who have used both systems, he strongly recommended artificial

refrigeration, giving as his reasons the great saving of labor and the reliability of a sure and constant temperature. He said a four-ton machine operating seven hours a day saved his company last year \$525. They made 100,000 pounds of butter, besides ice cream.

Prizes were awarded by J. M. Fuller, of Brookings. He read the results of the analyses, which were as follows: Highest moisture test, 14.4 per cent; lowest, 10.8 per cent; average, 12 per cent. Salt, highest, 3.7 per cent; lowest, 1.2 per cent; average, 2 per cent.

He awarded the prizes won at the South Dakota state fair. Thomas Bang, of Brookings, won the silver cup for having the highest scoring butter at the fair. Mr. Betts, of Watertown, was given a silver cup as second prize.

Chris Rognes, of Madison, won the first prize at the convention, which included a leather suit case, given by the J. B. Ford Company, of Wyandotte, Mich., manufacturers of Wyandotte Dairyman's Cleaner and Cleanser.

W. C. Davis, of Mitchell, won second place.

There were 32 entries, and the following received scores of 90 and above:

Madison Creamery Co., Madison.....	93
W. C. Davis, Mitchell.....	92 1/2
Geo. Irey, Trent.....	92
W. J. Kanopa, Belle Fourche.....	91 3/4
Thos. Bang, Brookings.....	91 3/4
North American Storage, Watertown.....	91 1/2
DeSmet Creamery Co., DeSmet.....	91 1/2
H. J. Hjort, Dell Rapids.....	91
John Nelson, Huron.....	91
E. A. Paulson, Webster.....	91
Rasmus Andersen, Lake Preston.....	91
A. Finstad, Alcester.....	90 1/2
D. Ashbaugh, Brookings.....	90 1/2
Enos Albertson, Flandreau.....	90 1/2
Scandinavian Creamery, Milbank.....	90 1/2
H. F. Fleming, Parkston.....	90

PROFITS

Just as the profits which your creamery or cheese factory shows prove your ability as a manager, so



by what it does for you, proves its worth to you.

In determining the worth or the dollar value of Wyandotte Dairyman's Cleaner and Cleanser, the profit-producing protection which it affords milk and milk products, is an important item and should not be overlooked or underestimated. Such other values as these have been combined in Wyandotte Dairyman's Cleaner and Cleanser so as to make it the one cleaner most profitable for every factoryman and dairyman to use.

Indian in Circle



In Every Package

Four out of every five factorymen now use Wyandotte Dairyman's Cleaner and Cleanser because they know it pays them to use it. It will also pay you.

Order from your regular supply man.

The J. B. FORD COMPANY, Sole Mnfrs.,
WYANDOTTE, MICHIGAN

This Cleaner has been awarded the highest prize wherever exhibited.

John Kopres, Garretson.....90
 Joe Hammer, Waubay.....90
 Highest moisture, 14.4 per cent; lowest moisture, 10.8 per cent; average, 12.0 per cent.
 Highest salt, 3.7 per cent; lowest salt, 1.2 per cent; average, 2.1 per cent.

The co-operative laundry in connection with the local creamery was discussed by Prof. S. D. Van Benthuyzen, of the South Dakota Wesleyan College. His talk was along general co-operative lines, and included a courteous, yet strong censure of business men who purchased their supplies from out-of-town concerns. He said co-operation was the most constructive thing in any community.

The election of officers resulted as follows: President, A. W. Willander, Beresford; vice-president, Chas. Giles, White; secretary-treasurer, A. P. Ryger, Brookings.

Resolutions were adopted thanking the Mitchell Commercial Club, the dairy press, the traveling fraternity, the speakers and all others who had co-operated for the success of the convention. They endorsed the Dairy Officials Conference in their work to bring about cream grading; approved the work of the Federal Dairy Division, Prof. Larsen and the state dairy department; A. P. Ryger and his effective work; the National Dairy Union.

The following special resolution was also adopted:

Whereas, It has come to our knowledge that the packing interests and the cottonseed oil interests in the past 10 years have used every method known to science to produce a combination of vegetable oils and animal fats that will produce an article of oleomargarine nearly representing in color and appearance ordinary butter, made from the fats of cow milk, without the use of any artificial coloring matter, and,

Whereas, We believe this is done for the express purpose of evading the spirit of the Grout law, passed in 1902, and deceiving the consuming public, who are led to believe in purchasing this colored oleomargarine that they are getting pure cow butter, and also robs the dairyman of his legitimate market for an honest product, and,

Whereas, We believe that the manufacture of a wholesome substitute for butter made of vegetable oils and animal fats when conducted in a legitimate manner, with a nominal revenue tax to put it under the supervision of the revenue department, is permissible, when manufactured without any shade of yellow and sold to the consumer in the original package of a size of carton not to exceed 10 pounds each.

Therefore, Be It Resolved, That we petition our senators and representatives in national congress to work for the enactment of a law that will embody these principles and as a substitute for the present Grout law. And that we urge congress to do all within their power to cause the enactment of such a law.

Be It Further Resolved, That we endorse the National Dairy Union, hereby pledge to it our moral and financial support, and urge that organization to co-operate with our national congress in their endeavor to enact such a law, and,

Whereas, It is unlawful for any manufacturer of butter, made from the fat of cow's milk, to adulterate their product with any foreign fats and not obtained from cow's milk, and if such butter contains any foreign fats it is then adulterated butter and must pay to the Internal Revenue Department a tax of 10c per pound and various fines and licenses, and,

Whereas, It is the common practice of the oleomargarine manufacturers to incorporate various amounts of butter made from the fat of cow's milk with their vegetable and animal fats and class it as oleomargarine.

Therefore, Be It Resolved, That we petition our national congress to enact a law that shall class a mixture of animal and vegetable fats with the fats produced from cow's milk as adulterated butter, and subject to an internal revenue tax of 10c per pound and that all manufacturers and dealers of such adulterated products shall pay the usual manufacturers' and dealers' tax, now paid by manufacturers of adulterated butter.

Be It Further Resolved, That the secretary of the South Dakota Dairymen's and Buttermakers' Association furnish the senators and congressmen of South Dakota a copy of these resolutions and request them at such a time as may seem advisable to them to present these resolutions before the United States senate and house of representatives as a memorial to congress.

Col. Frank M. Brown, of St. Paul, sold the convention butter to the Turner Produce Co., of Mitchell, for 30c.

The final session of the convention was held in the live stock pavilion, and was devoted to the production end of dairying. Several Holstein cows were on exhibition. Addresses were made by E. C. Perisho, president of the South Dakota State College, Prof. J. H. Frandsen, of Lincoln, Prof. C. W. Larson, of Brookings, and F. W. Merrill, of Fargo. Prof. Larson gave a very instructive live cow demonstration.

The convention as a whole was most successful and a tribute to South Dakota's progress in dairying.

The Net Weight Law.

Direct confirmation of the announcement that the federal net weight law will be rigorously enforced after the first of the year was given to butter receivers in the Chicago market by representatives of the Department of Agriculture who are in the city attending to the details of putting the measure into operation. Owing to the fact that the law is comparatively new, and that there has been more or less confusion about the details of the requirements, the govern-

ment officials have confined all of their action against offenders to simple warnings. Now, however, they believe that enough has been said and written about the law to make violations inexcusable.

Last week a prominent commission man in this market who deals almost entirely in butter, made this statement, which is intended for shippers in particular:

"The federal net weight law is in operation, and creamerymen must wake up to the fact at once, if they wish to avoid trouble, delay and possible fine for violations. All butter which is shipped to this market, whether it comes in tubs or packages, must be plainly stamped with the weight on the outside where it can be seen without difficulty. A rubber stamp is the best thing to use, but any other method of marking will answer. The main idea is to observe the law in spirit. If there is any doubt about the scales it is better to mark a little lower. The penalty is given where it seems that a heavier weight is marked with the intent of defrauding. The form is, for instance, 'Net Weight, 62 pounds.' The letters and figures must be Gothic, which is the variety ordinarily used in marking packages with the brush and marking pot, where lampblack is employed. Old English letters and figures or other fancy varieties which are not commonly known and which may be misread are forbidden. Creamerymen should reason that the law is for the benefit of the trade, as it really is, and should make haste to comply with all provisions. They can secure a copy and all other information by writing to the Department of Agriculture, Washington, D. C."

Thus far there has been little trouble in Chicago, but this is because of the lenient attitude of the federal officials. There have been plenty of violations, particularly on the part of western creameries. Many large shippers who ought to blaze the way in complying with the new measure have thus far failed to take cognizance, at least in any visible form.

A Personal Letter.

To Buttermakers and Creamery Managers:

Just a word to remind you of the fact that the time for holding the short course at Ames will soon be here, and every butter-maker who wishes to keep up with the times should plan to attend. You can't afford to miss this opportunity to qualify yourself for the first rank as a buttermaker or creamery manager. We have come to a time when we must specialize if we are to be successful in business, and especially in buttermaking. Old time ideas are giving way to more scientific and better methods. Why not be a specialist in your line? Prof. Mortensen and his corps of instructors are working overtime in preparation of this course, and let's go and take advantage of it. Each and every lecture will be valuable and worth the trip to Ames. The churn room is always a live place where the buttermakers congregate to absorb fresh knowledge of buttermaking in all its phases. The starter, the test, the pasteurizing and ice cream rooms are all centers of interest.

The butter judging contests attract a great deal of attention and are excellent training for buttermakers.

Now, boys, let's all go down to Ames and take part in the discussions and everything that goes to make up the greatest short course for creamerymen in the United States. This year's course is going to be the biggest and best ever held. Are you going to be one of the boys?—L. P. Anderson, Spencer, Iowa.

How to Make Good Buttermilk

An authority writes that skim milk to be used in manufactured buttermilk MUST be pasteurized. Not only that—it must be cooled quickly to obtain best results.

The CHERRY BUTTERMILK MACHINE

Fulfills these requirements and further—it is so constructed that the entire process is completed in the one machine. A combined pasteurizer, holder, cooler and mixer.

The advantages of our machine are apparent at a glance. It is an adaptation of the Original Jensen Spiral Coil and has the same features which put the Jensen Cream Ripener and the Perfection Positive Pasteurizer in a class by themselves.

Let us tell you about it in detail and how best to manufacture buttermilk of greatest market value.

J. G. CHERRY COMPANY

CEDAR RAPIDS, IOWA

ST. PAUL, MINN.

TAMA, IA.

PEORIA, ILL.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written especially for The Creamery Journal.)

It is my opinion that there never will be a better time to get a law requiring the pasteurization of all cream for buttermaking than this winter, following this outbreak of the foot and mouth disease among the cattle.

Eight or 10 years ago it might have been a severe handicap to many creameries and buttermakers to have had such a law, but there can be no such claim now, for any buttermaker who is worthy of the name knows enough about pasteurization of cream to do the work properly if provided with the necessary apparatus. Even granting that it is a little extra work, if he is not willing to do that to improve his product and make it safe from any disease germs, he ought to be (to use Ole Storvick's expression) a harnessmaker rather than a buttermaker.

Many of the small and co-operative creameries will be afraid of the expense, but this is very small and will hardly be noticed unless they are so far behind in having up-to-date machinery as not to have a good coil or disc cream ripener.

We are using a coil ripener for pasteurizing our cream and find it very good, and for the average small creamery I would certainly advocate this method in preference to the flash method. I believe it gives better results, is more sure and more satisfactory all around.

So much is being said by the oleo fellows that is not complimentary to our industry

that we should do all in our power to bring it above reproach. At this time, when the health physicians of the cities are telling the people that the only safe milk is the pasteurized and that the butter should be made from pasteurized cream, the passing of a national compulsory law calling for the pasteurization of all cream would be one of the greatest advertisements for the dairy industry that we have had for some time. So many of the smaller creameries do not pasteurize that the per cent of butter upon the markets from pasteurized cream I believe is in the minority.

Nearly every day of late Dr. Evans has a reply in his department in the Chicago Tribune in answer to some one asking what to do about butter or milk and his reply is always, in order to be on the safe side, get the pasteurized article and with milk, if it is not pasteurized before buying, to do it at home.

Now with this kind of thing coming from these men, and I have no doubt the same thing is being done in all large cities, it is going to make a big demand for pasteurized cream butter, and you know the result. The big fellows all pasteurize. They have to. With them it isn't so much a matter of killing disease germs; there are several billion other kinds they want to do away with. But just the same, their butter is from pasteurized cream and although it may not be of as fine quality as what you are making, the consumer is not going to

worry about that; he has heard that this foot and mouth disease is transmissible to human beings and especially to children, and do you think he is going to buy the raw cream butter just because it is a little better quality when he is told that this pasteurized cream butter is safe insofar as the foot and mouth disease goes? Not much; he will demand the safe butter, and who can blame him. To most city people butter is butter; thousands of them have never seen a creamery.

There should surely be no holding back on the part of the creameries and buttermakers of this country relative to this matter. We should do all in our power to get such a law put upon our books. There can be no good argument given as to why it should not be passed, and many as to why it should.

Even those who might fight against it would find it a benefit if they were compelled to pasteurize.

Now I think this should be a national law, but if it is not possible to get such a law, then the states should go after it.

I wonder if Iowa can not start things by having all its dairy and buttermakers' associations going on record as in favor of this and then having Hon. W. B. Barney do his best to push it through at this winter's session.

We are talking state brands, etc.; now if it is not possible to get a national law, the the state or states which first pass this and put it into effect will have considerable prestige in that all the butter from such states will be known to be made from pasteurized cream.

Let us hear from some of the Iowa boys along this line and see if we cannot stir up enough interest in its favor so that Mr. Barney will take it up with the legislature.

The Condensed Milk Industry

QUESTIONS ASKED AND ANSWERED

A number of questions have been sent to The Creamery Journal by a subscriber in Ohio who is interested in practically every phase of the condensed milk proposition. These are answered by Prof. Hunziker, of Purdue University, who is undoubtedly the greatest authority on this subject in this country. The condensed milk industry is a branch of dairying that is not discussed quite as generally in usual dairy literature as other phases but nevertheless it is an industry of importance and these questions are the best index to the full scope and measure of the work that can be found anywhere. They are self explanatory and the answers are complete and valuable. The questions and answers are as follows:

1. "What is the average price paid for whole-milk by condensaries?"

The price paid for whole-milk fluctuates with locality, season and proximity to and strength of competing markets. The fluctuations embrace a range of from \$1 to \$2 per 100 pounds of fluid milk, or 25 to 50c per pound of butter-fat. Generally speaking, condensary prices average from 20 to 50c higher per 100 pounds of milk than those paid by creameries and cheese factories.

Condensary prices are not controlled by any board of trade. They do not even necessarily follow the quotations of the butter and cheese markets. They are usually announced from one to six months in advance.

The basis on which condensary prices are paid varies largely with the individual concerns and locality. Most condensaries pay their patrons on the hundredweight basis, some factories still clinging to the mediaeval custom of buying milk by the quart, using the yard stick for the remnant cans. Other factories are paying a stated price for all milk testing, say 4 per cent and over, and make corresponding reductions for milk containing less than 4 per cent fat. Still others pay a premium for milk over 4 per cent fat. Some condensaries, located in cheese factory territory, pay on the basis of cheese prices. In this case, the price is governed by the yield and market price of cheese and payments are made from one to two months after receipt of the milk. Comparatively few condensaries are buying their milk on the butter-fat basis.

As far as the condensary is concerned, it is entirely feasible to pay for all milk strictly on the butter-fat basis. Milk rich in fat, and therefore rich in solids, yields more condensed milk than milk poor in fat. To pay by the hundredweight, regardless of quality, is a practice which discriminates in favor of breeds of low-testing milk and against breeds of high-testing milk.

2. "How much does milk condense?"

The ratio of concentration varies largely with the kind of condensed milk to be made. It averages as follows:

Sweetened condensed whole-milk—2.5 pounds whole-milk yield 1 pound condensed milk.

Sweetened condensed skim-milk—3.3 pounds skim-milk yield 1 pound condensed skim-milk.

Evaporated milk—2 to 2.5 pounds whole-milk yield 1 pound evaporated milk.

Plain condensed bulk milk (whole-milk)—3 pounds whole-milk yield 1 pound condensed milk.

Plain condensed bulk milk (skimmed)—4 pounds skim-milk yield 1 pound condensed milk.

3. "In regard to fat and solids, as to per-

centage of each, what constitutes an ideal milk for condensing purposes?"

The desirability of milk for condensing purposes, from the point of per cent fat and solids, depends on the standard composition of condensed milk which is desired. Different states have different standards and laws for fat and solids. Many states, however, have adopted the government standard and, for interstate commerce, the condensed milk must comply with the government standard.

The government standard for sweetened condensed milk is as follows: Sweetened condensed milk shall contain 28 per cent milk solids and 27.5 per cent of the milk solids shall be fat. For sweetened condensed milk, low testing, such as Holstein milk, is the most profitable to condense.

The government standard for evaporated milk is as follows: Evaporated milk shall contain not less than 7.8 per cent fat and the sum of the fat and solids shall be not less than 34.3 per cent. For evaporated milk, milk testing 3.8 to 4 per cent is most suitable.

All condensed milk made from wholly or partly skim-milk is classified as condensed skim-milk.

The above regulations apply to condensed milk put on the market in hermetically sealed cans only. Condensed milk put up in bulk and sold to candy shops, confectioners, bakeries and ice cream factories, is generally made to the order of the purchaser, who specifies the desired fat content. Bulk goods so made are, therefore, largely exempt from the government regulations.

4. "What does sweetened and unsweetened milk sell for?"

The selling price of condensed milk is not usually controlled by the general market of dairy products, nor by any board of trade; there is no consistent uniformity of

price through the country, as is the case with butter and cheese. The price of condensed milk does not necessarily follow the rise and fall of the butter and cheese markets, but in the long run it is usually affected by abrupt fluctuations of these other dairy products, largely on account of the influence of such fluctuations on the milk supply to the condensary.

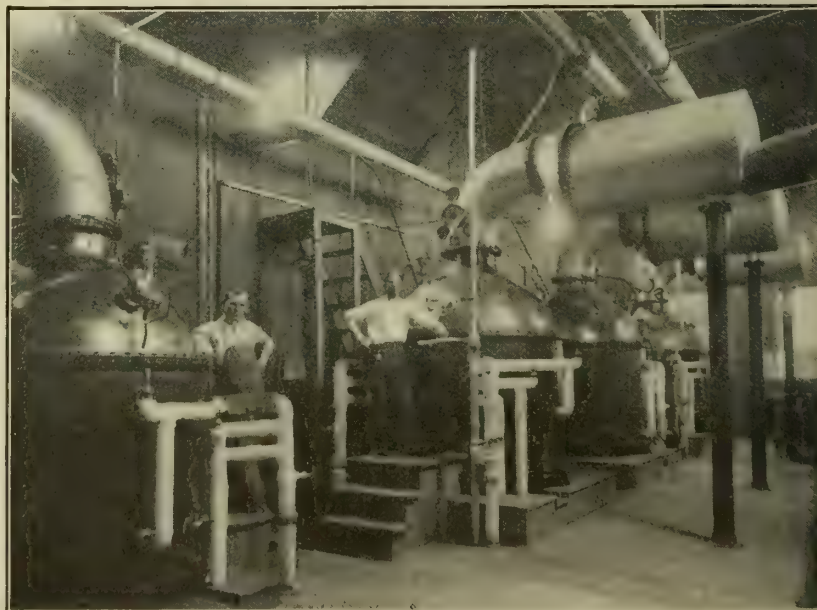
Condensed milk prices are largely governed by local conditions of supply and demand, composition of product and reputation of the individual brand. Condensed milk is sold under hundreds of different brands or labels. While one and the same concern may sell different brands, the brand itself has very little, if anything, to do with the quality or composition of the contents of the can. Each brand usually sells at its own special price, although the various brands put on the market by the same concern often contain the same quality of milk and may be filled with condensed milk from one and the same batch. It is customary, in most factories, to fill the cans before they are labeled, and the orders for different brands of condensed milk are filled from the same general stock. The brands serve largely as an instrument to increase the sales and to "dodge" competitors.

Sweetened condensed milk, sold in hermetically sealed cans, sells at from \$3.25 to \$5 per case of 48 cans containing from 14 to 16 ounces of condensed milk per can. The cans retail at from 5 to 20c per can, according to size of can, brand and market conditions.

Sweetened condensed milk sold in barrels sells at from 6 to 9c per pound, in the case of whole-milk, and from 4 to 5c per pound in the case of skim-milk.

Evaporated milk, unsweetened condensed milk, sold in hermetically sealed cans, sells at from \$2.75 to \$4 per case of 48 cans containing 16 ounces of evaporated milk per can, or 72 cans, containing 6 to 8 ounces per can, or 6 cans, counting one gallon per can.

Plain condensed bulk milk, skimmed, sells at from 25 to 30c per gallon and plain con-



Interior of a milk condensary.

densed bulk milk (whole-milk) sells at from 60 to 90c per gallon.

5. "What would a condensing pan cost that has a condensing capacity of 50,000 pounds milk per day?"

The usual size of condensing pans are the four, five, six and seven-foot pans. These figures indicate the diameter of the pan. A seven-foot pan is a pan seven feet in diameter. None of the pans of the above sizes will conveniently condense 50,000 pounds of milk per day, especially not where evaporated milk is made.

For a factory condensing 50,000 pounds of milk daily, it is desirable to have the use of two pans—say two six-foot pans or one six-foot and one seven-foot pan. The cost of a six-foot pan is about \$2,500, and that of a seven-foot pan is about \$3,000. The price varies with the prevailing price of copper and labor, and the firm manufacturing this equipment.

It should be understood that the above prices do not include the cost of the vacuum pump.

6. "Give name and address of several manufacturers of condensing pans."

Arthur Harris & Co., Chicago, Ill.; Herman Stier Mfg. & Engineering Co., Chicago, Ill.; Alois Aufrichtig, St. Louis, Mo.

7. "Suggest several agricultural colleges that could be depended upon to furnish a reliable condenser."

The manufacture of condensed milk is not generally taught by our agricultural colleges. I know of no agricultural college in the curriculum of which the manufacture of condensed milk is mentioned, except Purdue University. The reason for this largely lies in the fact that the condensed milk industry is a highly specialized branch of the dairy business, and the relative demand for instruction along this line is too limited to justify its consideration as an important line of dairy instruction. Furthermore, dairy school instructors, as a rule, are not familiar with the manufacture of condensed milk, and, therefore, are not in a position to teach it.

In most milk condensaries, the men operating the vacuum pan have learned the condensing process while in the employ of the condensary in which they are working, or in other condensaries.

8. "What salary does a good condenser command?"

From \$60 to \$100 per month. It should be understood that the operator of the pan does not usually shoulder very great responsibility. He carries out the instructions of the superintendent or manager.

9. "What equipment would a farmer need to keep his milk in good condition until called for by the man who gathers milk?"

A wire mesh strainer, 80 to 100 meshes to the inch, through which all milk should be strained immediately after it is drawn. An aerator-cooler, which makes it possible to cool the milk quickly to below 60 degrees Fahrenheit, a trough or box in which the cans filled with the milk must be set in cold water and kept cold until they leave the farm. The operations of straining, cooling and holding the milk should be done in a milk room, or milk house, reserved for this purpose alone. There should also be available proper facilities for washing, scalding and storing all milk utensils after use.

The milk should come from healthy cows, in good physical condition, kept in reasonably sanitary stables, fed wholesome feed in reasonable quantities and having access to good, pure water. The milking should be done with clean, dry hands, into clean utensils and the milk should be removed to the milk room immediately after drawn. Milk from cows within 30 days before, and

for the first seven days after calving, is undesirable for condensing purposes.

10. "Which is the most advisable for a community, a condensary or a creamery?"

The correct answer to this question depends on numerous factors.

One of the fundamental disadvantages of the condensary is that it uses up all there is in the milk. There is no skim-milk, butter-milk nor whey left for the farmers to take back for their young stock and pigs. In localities where the dairymen raise their own calves, therefore, this may be a serious disadvantage, unless the farmer knows how to raise his calves with calf meal preparations or a home-mixed grain ration and with the minimum amount of milk or skim-milk. This is offset, however, either wholly

or in part, by the fact that the condensary pays from 20 to 50c more per 100 pounds of milk than the creamery.

A condensary operated by a reputable concern, and managed properly by a man who has the development of the dairy country in which it is located at heart, is beyond question a great asset and a blessing to any community, possibly more so than the average creamery.

However, if the question refers to a farmers' co-operative condensary, the proposition is an entirely different one. Co-operative condensaries are seldom a success. It is safe to state that about 90 per cent of them are dismal failures. They almost invariably pass into private condensaries and this transfer is usually made financially at

STILL WINNING

Messrs. T. E. Sadler, of Oelwein, and F. C. Hinze, of Hanlontown, Iowa, who have been pulling down so many prizes at butter exhibitions this season, continue getting highest scores right along.

At the November scoring in the Iowa Educational Contest, held at the State College, Ames, Iowa, Mr. Hinze was first with 96 while Mr. Sadler was close up with 95. Both gentlemen have been consistent users of Worcester Salt.

Again, at the Minnesota Dairy and Food Commission Official Six Months Scoring Contest just closed, Carl P. Olson, Litchfield, Minn., had the highest average score, 94.75. He is another user of Worcester Salt.

Good cream, good workmanship and the right salt make a winning combination.

You know

*It Takes the
To Make the* **BEST**

Worcester Salt Company

Largest Producers of High Grade Salt in the World

NEW YORK

Offices in

Boston, Chicago, Philadelphia,
Columbus, San Francisco

Factories:

Silver Springs, N. Y.
Ecorse, Mich.

a great sacrifice to the individual stockholders of the original co-operative association.

The causes of these failures are many, most of which are difficult to overcome. The chief of them are insufficient operating capital, shortage of milk supply, cheap and inefficient employees, and inexperience in the establishment of satisfactory permanent markets.

The building and equipment of a condensary with a capacity of 50,000 pounds of milk daily costs at least \$30,000. In addition to this, there should be available about \$15,000 to \$20,000 for working capital. Considerable money is tied up in the raw material and finished product most of the time, before returns from the sale of the goods may be expected. The farmers have to be paid regularly and promptly for their fresh milk, the sugar, tin cans, box hooks, labels, solder, etc. have to be purchased in large quantities, in advance, in order to take advantage of rebates, the labor, coal, etc., have to be paid for and the maintenance of the sales department is an additional heavy expense. For all these and numerous other reasons it is necessary that plenty of operating capital is available.

Anyone familiar with the problem of farmers' co-operative milk factories will admit that it is difficult to secure and hold the active co-operation of enough farmers to sell stock amounting to \$45,000 to \$50,000. In such cases, the tendency usually is to get enough money together to pay for the plant or part thereof, making no provision for the expense of opening and operating. The inevitable result of such shortsightedness is that the stockholders have to be assessed again and again, in order to keep the plant running. These repeated assessments are a severe drain, not only on the pocketbook of the stockholders, but also on their patience, spirit of loyalty and enthusiasm. Instead of receiving large dividends on their investments, they are disappointed by the complete absence of any returns and by being compelled to spend more money in order to keep open the doors of the factory. As the result of this first disappointment, this first stumbling block, many of the stockholders fall by the wayside and this usually marks the beginning of the downward journey of the co-operative condensary.

The success of the condensary is very directly dependent on the milk supply. The larger the milk supply, the better the opportunity to reduce the cost of manufacture per case of finished product. When the milk supply drops below 15,000 pounds daily, profitable operation becomes difficult.

Farming communities contemplating the establishment of a co-operative condensary

should make a careful canvass of the cow population, from which milk is available. Unless the milk supply of at least 1,000 cows is guaranteed, and there are good prospects for future extension of the milk supply territory, the condensary works at an almost fatal disadvantage.

Unfortunately, most of the farmers' co-operative condensaries are the work of condensary promoters, who are primarily interested in the sale of their ware, but who care little for the future success of the plant. Their condensaries are often located in territory entirely unprepared to take care of the plant. Their cow census is usually very superficial, exaggerated and misleading, and frequently largely fictitious. The required amount of milk and number of cows are on paper only, and when the plant starts up, the milk receipts are entirely inadequate to operate with even a reasonable chance to break even. This again means no dividends and may mean low prices for milk and additional assessments of the stockholders.

It should be understood that during the first year or two of most condensaries, the profits of the business are conspicuous for their absence, because the organization of the supply territory, the starting up of the plant and the establishment of the market end, are bound to incur heavy temporary expense. If, in addition to these obstacles the milk supply falls short of expectations and calculations, the drain on the plant is indeed heavy. The directors and stockholders of a farmers' co-operative association naturally are not in a position to fully realize the situation and to appreciate that it takes time to get a business as complex as the milk condensing business, into proper operating condition. They want to see results immediately, and if the results are not forthcoming, they (the stockholders) are apt to lose faith in the business and quit.

The manufacture of a marketable condensed milk is generally more difficult, and requires closer supervision by a competent man than the manufacture of any other dairy product. The avenues through which defective condensed milk arrives are very numerous, and ever-changing. In most instances, serious defects result in a complete loss to the manufacturer. For these reasons, it is very essential that the condensary be superintended by one capable, intelligent, competent, progressive and experienced man, who has the necessary knowledge to issue specific directions. Such men are scarce and command good salaries. Unfortunately, in the majority of cases, the directors of the farmers' co-operative condensary lack the foresight and full appreciation of the need and real value of such a man. Their idea too often is to secure the man

who will work for the least money. Their knowledge and appreciation lack the wisdom of experience—the experience that teaches the absolute and eternal truth that the best man is the cheapest.

The result is that the man with the small salary lacks capacity, knowledge and experience. Soon defective goods, rejected on the market, reach the factory, and the plant is confronted with serious and perhaps repeated heavy losses, offset only by a mountain of tin cans containing spoiled goods, decorating the background of the factory. It is needless to point out the havoc which such results cause in the organization of the farmers' co-operative association.

Co-operative associations are not, generally, familiar with the "game" of the sales end of the business. The selling of condensed milk is almost a business in itself. Competition in the market is exceedingly keen. Unless this department is wisely handled, there is danger of unsatisfactory markets or insufficient markets to promptly take care of the output. The goods begin to stack up in the factory, more and more money becomes tied up, some of the goods go wrong as the result of prolonged storage, under unfavorable conditions, etc.

It should be understood that, at best, the selling of condensed milk costs about 30c per case. If premiums are given, the selling expense per case is about 40c. This refers to well-established brands only. The introduction of new brands may cost as high as \$1 per case. This factor again works against the financial success of the condensary on the start.

The above discussion should be sufficient to show that the condensary does not lend itself as readily to operation by farmers' co-operative associations as does the creamery. The large operating expense, the need of large quantities of milk, the difficulty of uniformly making marketable goods, the need of high-priced help, and the market difficulties due to the fact that condensed milk is not as yet a commodity sold openly upon the world's market—all these factors, phenomena and requirements call for a business system most carefully and wisely organized in every detail, operating like clockwork, and ruled and guided by a wise head and strong arm. The condensed milk business is, therefore, better adapted to private enterprise or to a closely organized corporation, than to the more or less loosely knit and easy-going organization of a farmers' co-operative association.—Prof. O. F. Hunziker, Purdue University.

State Brand Butter.

The second surprise call for butter from the state brand creameries was made November 30th, and following are the names of the creameries which have been granted the use of the brand with the scores they received:

Almelund Creamery Co., Center City...94½
Albert Lea State Cry., Albert Lea....94
Rapidan Creamery Co., Rapidan.....93½
Litchfield Creamery Co., Litchfield...93½

The scores given on these surprise calls will be considered in the light of a contest, and specially designed prizes based on the idea of progression will be prepared some time during the coming year. The work is already showing up very interestingly and promises to do much good toward building up the manufacturing end of the dairy business.—Joel G. Winkler, Commissioner.

Butter production in California is on the increase. In 1914 the state produced 59,286,460 pounds, compared with 55,542,709 pounds in 1913 and 54,940,886 pounds in 1912. In 1900 the production was 28,783,859 pounds.



A modern and efficient condensed milk plant—managed by Mr. McCanna of Wisconsin.

The 1915 I. S. D. A. Dairy Train

The first special campaign to be operated by the Iowa State Dairy Association this winter will be the dairy train over the lines of the Chicago Great Western railroad in Iowa. This train will start January 13th and continue until January 29th inclusive. It will cover every branch of this railroad in the state and in addition the Wabash line from Council Bluffs, Iowa, to Conception, Mo.

The line from Oelwein to Dubuque will be covered first. Then the St. Paul division from Oelwein to McIntire, including Osage, Little Cedar and David. The itinerary will then include the main line from Oelwein to Council Bluffs and after a day's run on the Wabash the main line from the southern border of the state back to Oelwein.

Previous to preparing a definite itinerary, every town along the line will be visited by a representative of the association, who will procure data relative to the farming and dairy conditions in each community. This material will then be used to make the lectures more practical and helpful to the local conditions. The representative will also ask the assistance of the farmers, commercial clubs and creameries in making the meetings a success.

The territory covered includes a large number of creameries and it is the desire of the association to have the manager and buttermaker get behind the movement and assist in making the campaign a success in every way.

The train will be operated in a different manner than those which have covered this line before. The meetings will be longer, with the idea of giving more detailed information along the lines of better dairying.

In most instances lectures will be held in a hall provided by the town. In addition to the regular meetings, a number of special features will be inaugurated which will greatly increase the interest. One of these is the community dairy show. This

feature has been conducted at a large number of meetings held by the association during the past year and has proved one of the most practical means of improving the dairy herds in the localities visited.

The commercial clubs and business men in each of the towns will be called upon to furnish prizes which will be awarded those exhibiting the best animals.

The special operated over the Chicago, Burlington & Quincy railroad last winter was conducted in the same manner that it is planned to carry on the work this winter. At each dairy show there were 15 to 35 cows exhibited. The business men were very anxious to co-operate with the management in making these shows a success, and because of the dairy section covered by the Chicago Great Western train there should be a larger showing of animals than last winter.

The boys and girls judging contest and the work with the students of the rural and town schools will be conducted in the same manner as heretofore.

A state-wide milk record contest will also be held and contestants secured at the meetings conducted. The train will consist of a baggage car, two coaches and a combination diner and sleeper. The officials of the railroad have also offered a special engine and crew, which will assure the opening of every meeting on time.

The equipment carried on this train will be more elaborate than that on previous specials. Two cars will be used for exhibits. The baggage car will be equipped in practically the same way that it has been on the previous trains and will contain specimens of the leading breeds of dairy cattle. In addition, a day coach will be used for the exhibiting of barn equipment, dairy feeds, milk utensils and testing outfits. The walls will be covered with explanatory charts, pictures, etc. The arrangements have also been completed for a milking machine and a farm lighting plant. The former will be operated wherever the conditions will permit.

Iowa Buttermakers!

I wish to call the attention of the Iowa buttermakers to the fact that butter for the state buttermakers' convention must arrive at Ames not later than December 16th and in case they do not receive an entry blank they may mark it to J. J. Brunner, Ames, Iowa, and state whether it is made from hand separator or whole-milk and I will enter it in the contest for them. I have mailed entry blanks to all of the boys and in case they have not received one they can get another by dropping me a card.

The prizes this year will be the same as usual: A gold medal for the highest score in both classes and a silver medal for the second highest score in both classes, besides a number of special prizes.

The program will be out in about a week or 10 days and you will notice when you receive it that it is a buttermakers' program from start to finish. It will be up to you as buttermakers to make up your mind to put the proper amount of enthusiasm into the meetings when we get to Ames. I believe that we will all get more good out of the convention if we will bring out some good, lively discussions at the sessions.

Let us see you all out to the convention and also have an entry of butter in the contest. It will put us in better fighting trim for the national banner in March.—J. J. Brunner, Secretary.

The creamery building at Delaware, Iowa, is to be repaired and business continued.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

The Fox River Butter Co.

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

Extra! Extra!

On the back cover page of this issue we are announcing a Special Christmas Offer of The Creamery Journal one full year beginning January 1, 1915, for 25c.

Creamery managers, secretaries and members of boards of directors are not familiar enough with the business they control. We urge buttermakers to tell their manager, secretary and every member of their Board about this special offer and get their subscription. We want at least four subscriptions from every co-operative and stock company creamery, and are asking our buttermaking friends to lend co-operation to the extent of bringing it to their attention.

We thank you in advance.

THE CREAMERY JOURNAL.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Felt, Vice-President
A. E. Haswell, Secretary E. R. Shoemaker, Treasurer

DEVOTED TO THE CREAMERY INTERESTS OF
THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, 50c per year. In Canada, 75c per year. In all other countries in the Postal Union, \$1.50 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, DECEMBER 15, 1914

COMING CONVENTIONS.

National Creamery Buttermakers' Association, Mason City, Iowa, March 9th, 10th and 11th. Martin H. Meyer, 1011 W. Washington Ave., Madison, Wis., secretary.

Iowa Buttermakers' Association, Ames, January 6th and 7th. J. J. Brunner, Strawberry Point, secretary.

Illinois State Dairymen's Association, Springfield, January 14th, 15th and 16th. Geo. Caven, 136 W. Lake street, Chicago, secretary.

Minnesota State Dairymen's Association, Owatonna, January 19th to 22d. F. D. Currier, Nicollet, secretary.

Wisconsin Buttermakers' Association, Fond du Lac, February 2d, 3d and 4th. G. H. Benkendorf, Madison, Wis., secretary.

ALL IN FAVOR SAY I!

Secretary Meyer has termed the coming convention of the National Creamery Buttermakers' Association the Silver Jubilee. This bears the significance of being married 21 years. Married to what? If being married to something has caused the N. C. B. A. to lose its life as rapidly as it has in the past five years, we suggest getting a divorce, then holding a real convention to celebrate the event. We believe the association has been married to a few ideas which have materially disturbed domestic tranquility, so to speak. One of those ideas is to take the convention to a town simply to get the \$1,000, disregarding the location, reputation and facilities for satisfactorily accommodating those who attend. If a national convention is to attract the crowds—the creamerymen from other states—there must be other inducements than 14-hour sessions and private home sleeping accommodations.

We are strong boosters for conventions—for

the national convention—and we believe the meeting at Mason City will be well attended. There is a strong sentiment among the boys everywhere to get back of and boost for the national association and they are going to give it at least one more chance to make good.

We hope to see a reorganization—not of constitution and by-laws, but of ideas. We want to see again national conventions with special trains, street parades, flying banners, brass bands, etc.

We don't mean to overlook the educational feature in any degree. There can be a short, snappy, interesting and instructive program (followed by the awarding of the banner to Minnesota), butter judging contests and discussions, but avoid making our conventions too conventional.

Let's do something to put life and vim and hurrah into these national gatherings. Then we can get co-operation, attendance and memberships and most anything else we want.

All in favor say "I."



State brands seem to be getting popular—that is, talk about state brands. Anything which will give good butter a square deal is worth working for, but we are hardly convinced that there is anything to be gained immediately. In the first place, the buyer goes into the market with a trier. He is after quality. If he finds what he wants he buys it without asking if it is Minnesota, Iowa, Wisconsin or Arabian. It seems to us that the first thing in order is to reorganize in some way our manufacturing system so that we can produce butter of a good, uniform quality—quality that is the same next week as it was last week. The famous "Lure" brand butter is manufactured in a small territory where every package is scored and graded before it goes on the market. Users of "Lure" brand butter buy it without a trier because they know it will be up to grade.

There is no reason why we can't have such brands in America, and we doubtless will have, but before we begin deciding on a name we should get together and decide on some method whereby we can have state-wide co-operation towards one end—uniformity. To produce a state brand that will win respect and price on the market requires a great deal besides the fact that it is made in Iowa, Minnesota or any other state. There is very little sentiment among buyers of butter these days.

We want to see this idea worked out, and our suggestion is simply to begin where they began in Denmark—at the cow. We don't believe we are ready for a state brand just yet, but we are ready for a concerted move towards that end.



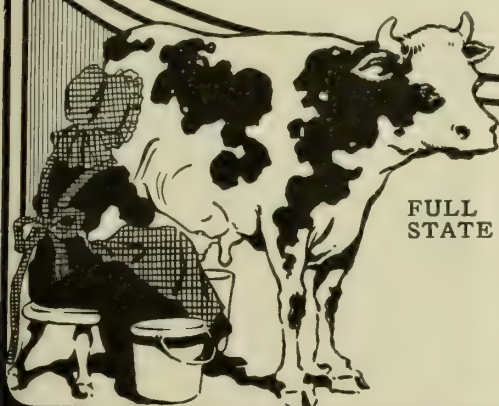
This is the last issue of The Creamery Journal to appear in 1914. We will close the year's program by wishing you all a most Merry Christmas and a Happy New Year. May you have a liberal share of the world's blessings, and may you be fortunate enough to enjoy what you have. It isn't what we have that makes us happy or prosperous—it's what we do with what we have.

Butter Prices Are Rising

Shrewd dairymen get tip top prices for their butter by coloring it with

Dandelion Brand Butter Color

Don't be satisfied because you are getting a good price for your butter. Give it the rich golden color and get the very highest price.



FULL
STATE

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the REQUIREMENTS OF ALL FOOD LAWS,—

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

New Minnesota Scoring.

At the last buttermakers' convention it was voted to continue the contests so as to prepare for the competition in March for the \$100 silk banner offered by the National Creamery Buttermakers' Association at their meeting in Mason City, Iowa, March 9 to 11, 1915.

In the absence of any discussion by the buttermakers as to whether or not district competition should also be kept up, we have taken the initiative, after considering the extra work and the financial side of the question, and have decided to offer one prize for the highest average butter and cheese score in four contests; also to give a diploma to those whose average in the four contests is 92 or higher, which score, under winter conditions, we consider as much of an accomplishment as an average of 93 on six entries in the summer.

The interest shown by the buttermakers of the state is such that we are convinced the preparation for competing for the banner would be sufficient incentive to send samples to our four contests, and the diplomas have been added simply to give zest to the work. The race is for the banner. This contest is training for the race.

Rules.

A four-months butter and cheese scoring contest for the balance of the year 1914 and beginning of 1915, will be conducted according to the following rules, to-wit:

1. The buttermaker and cheesemaker in the state receiving the highest average score for his four entries in the contest will receive a grand championship prize. For the grand prize there will be but one class.

2. To be eligible to win the grand prize the butter or cheese maker must have an

entry of butter or cheese in time at each of the four contests.

3. Entries of butter from small churnings or a hand churn are barred from contesting for prizes. The churning from which the contest butter is taken must contain at least 150 pounds of butter.

4. Complimentary scores only will be given to butter from churnings of less than 150 pounds.

5. Butter and cheese must arrive in St. Paul on the date set for the contest. Samples arriving later than that date will receive complimentary scores only.

6. A diploma will be given to the butter or cheese maker receiving an average score of 92 or over in the four contests.

7. Helpers will receive complimentary scores only and cannot compete for prizes.

8. Butter and cheese will be held at least six days before scoring.

9. The butter and cheese will each be scored by two or more of as thoroughly competent judges as it is possible for the commissioner to secure, each of the judges scoring independently and the scores averaged by the clerk.

10. Each contestant will be notified of his score by card as soon as possible after the scoring shall have been completed. Regular score card, containing criticism of judges, will be mailed with remittance as soon thereafter as possible.

11. Packages of butter and cheese should be securely wrapped or packed in the usual manner and forwarded by express to the State Dairy and Food Department, St. Paul, in care of the A. Booth Fisheries Company, Storage Department. The small tag should be tacked on the bottom of the small tub, while the large tag must be fastened on the outside package. A 20-pound tub will be considered the standard size.

12. The disposition of the butter and cheese and the account of the same will be handled by the department to the best possible advantage and remittance made after deducting express charges, if any.

13. All scores 90 and above will be published, unless instruction is given by the exhibitor to do otherwise.

Butter and cheese must arrive in St. Paul not later than: Tuesday, December 15th, for first contest; Friday, January 15th, for second contest; Friday, February 12th, for third contest; Friday, March 5th, for fourth contest.—Dairy and Food Commission.

Mrs. Urner Dead.

The Creamery Journal joins with the many friends of Frank G. Urner, editor of The New York Produce Review in extending our tenderest sympathy to him in the death of his wife, which occurred at their home in New York, November 27th. Mrs. Urner had been ill but a few days, and her sudden death is a serious blow to Mr. Urner and her relatives. The entire creamery and produce trade will mourn with Mr. Urner in his great loss and sorrow.

At a recent meeting of the Equity Union Creamery and Mercantile Agency, of the Dakotas, it was decided to build a co-operative creamery at Aberdeen. The creamery company is being incorporated for \$100,000. The officers and directors elected are: President, H. O. Bratsberg, Reeder, N. D.; secretary-treasurer, O. Hoffman, Leola; E. N. Bosworth, Raleigh, N. D.; Andrew Senty, Mineral Springs, N. D.; Axel C. Borg, Java

The new co-operative creamery at Rocky Ford, Colo., will open January 1, 1915.

Let Us Quote YOU A PRICE ON YOUR Printing

YOU'VE got to tell people about it if you have things to sell or they won't know about it.

The quickest, clearest, best way to tell it is by the *printed page*. Multiply yourself—tell a *thousand* people—tell five thousand, and they'll come and buy.

Printing that will sell your stuff is our specialty. We can print *anything* and do it right—from business cards to your finest three-color catalogs. Let us quote you a price.

We'll give you the *right* price, too, and we will add the real *service* that makes the printed page *talk*—sell things—build your business.

Time of Delivery

We will tell you when we will deliver your printing order completed and we will deliver it on that day.

How We Can Make You Low Prices. Read This:

Because we buy paper, ink and supplies by the wholesale. *We print four big papers of our own*, and your job gets in on our own big buying power. *We can figure closer* for we make our big volume of business tell the story. Why not profit by our ability to figure that way?

We can print cheaper because of a big printing plant of our own. It's a whale—we own it, we run it and we've got it organized to save the pennies at every corner for our own printing. We insist on the closest economy. Why don't you get in on that? We will save the dollars for you.

We will give you the price that lets you in on our big capacity—closely organized—efficient printing plant, and we will give your printing every advantage and every saving we make for our printing, high class work and low costs.

Remember, we can print anything you want printed on paper, do it right—do it quickly and save you money. Send your job to us. No matter where you live, let us quote you a price.

FRED L. KIMBALL CO.
WATERLOO, IOWA

Iowa Trade Mark Plans.

Plans for the adoption of a trade mark for Iowa butter were explained at the recent convention of the dairy and food inspectors at the capital, by M. Mortensen, professor of dairying at Ames.

The principal features of the plan are that plants making butter scoring over 93 per cent may use the Iowa trade mark. The butter will be tested monthly at Ames and the government has promised to detail federal inspectors to assist the Iowa men in testing all Iowa butter as it is received at the big markets in Chicago and New York.

Some of the inspectors maintained that a standard of 93 per cent possibly is too high, but the majority favored that figure.

The question of license was discussed in the convention at considerable length. Several of the inspectors declared that the matter of charging fees and licenses in Iowa has been carried far enough and that the system should not be extended. Others present urged that the Iowa bottlers should be placed under supervision and charged a license fee for inspection. No decision was reached as to whether the department should reach out for more revenue.

The problem of supplying fresh eggs to the market was talked over. It was proposed that a law be enacted requiring farm-

ers to candle all eggs brought to market. Some of the inspectors believe this will not cover the proposition. The majority favored a law which will require a farmer or dealer to remove all bad eggs from a case, in making a sale. Although the department has ruled that farmers must candle all eggs sold, reports have been received that the order is being ignored in many places.

H. B. Shephard, of Des Moines, talked to the inspectors. He declared that on the same principle that a man wants ice water in summer, a dairy cow should be given cool and fresh water during the heated season. At present, he asserted, the farmers let the cows drink warm and stagnant water. In this way the cow takes just what it needs and no more. This causes it to fall below its capacity in milk production, he said. In cold weather the water should be warmed slightly in order that a cow may take as much as it needs.

The department presented a gold watch to J. R. Chittick, state chemist, who will leave the state employ January 1st to take another position. He has served the state for the past eight years and is the oldest man in the division.

The Prairie River Co-operative Creamery Company, of Russell, Wis., has been incorporated for \$4,000.



At the National Dairy Show.

Red River Valley Dairy Convention

While the 11th annual convention of the Red River Valley Dairymen's Association was not as largely attended by creamerymen as former meetings, the Crookston gathering was characterized by unusual enthusiasm, good weather and an excellent program. The attendance, however, was large in comparison to the early meetings of the association. A few years ago the Red River Valley Dairymen's Association was scarcely more than a name, but it has grown in numbers and strength very rapidly and today is considered as one of the important organizations of the northwest.

The meeting was called to order Wednesday forenoon at 10:15 by President Selvig. After invocation, the address of welcome was made by Mayor Morris, who was most cordial in his greetings. He was elaborate in his comment on the great good being accomplished by the association, and he made every visitor glad to be there.

Chas. Cole, of St. Paul, responded as only Charley Cole can. It was a most eloquent dialation of humor and sentiment, and was garnished with the dramatic delivery of a master mind. We expect to print extracts from this address in an early issue.

President Selvig's opening remarks were full of enthusiasm for the future of Red River valley. He called attention to the increase in the number of creameries and the amount of butter produced. The production has grown from 428,000 pounds in 1901 to 2,689,000 pounds in 1913—a gain of more than 630 per cent. He regretted the fact that compared with this great increase in the amount of butter produced, the increase per patron was slight—not over \$2 in 12 years. He defended the Red River valley dairymen and protested against certain statements made at the Wilmar convention last year that Red River dairymen were ignorant and that their cows would starve. During the course of his remarks he recommended a Red River brand of butter.

The reports of the secretary and treasurer were read, which showed a balance on hand on November 25, 1914, of \$226.01.

Commissioner Winkjer's address on "Co-operation" was most inspiring. We will publish it in full in a later issue.

The afternoon meeting was devoted to production topics and was well attended.

At 4 o'clock the students of the State Agricultural College presented a play in three acts entitled "Back to the Farm." It was commendably rendered and was enjoyed by all visitors present. Music was furnished by the Crookston high school orchestra.

Wednesday evening the Commercial Club entertained at a smoker given in their club rooms. It was well attended. Martin O'Brein was chairman and called on several representative dairy and creamery men for remarks. Music was furnished by the Viking Chorus. The convention butter was sold at this time to H. S. Haugsrud, of Superior, Wis., for 32¼c. There were 1,080 pounds. Other speakers at the smoker were Commissioner Winkjer, J. R. Morley, Charles Cole, G. P. Grout, Peter Miller and H. C. Hansen. M. P. Mortenson announced that the butter scoring had been completed and spoke on the exhibits. He stated that in one or two of the 54 tubs, a poor butter-maker was the cause of the low score. Secretary Houske announced that E. E. Denison, of Beltrami, had won the high score—95. H. H. Muckala, of New York Mills, came second with a score of 94½, and Al-

150,000 Pounds of Milk

has run through the piping system of a large condensery in southern Wisconsin *every* day, yet they have not had to take their pipes apart and scrape or clean them once during the last 45 days.

Daily inspection of the pipes showed that there was *nothing* left in the pipes to clean out.

How do they do it?

Easiest thing in the world.

When B-K is used to flush pipes, vats, separators and pasteurizers before and after the run, milk solids cannot stick to or coat the metal.



KEEPS PIPES CLEAN

and saves you the time and trouble of scraping and cleaning them.

This is only one of the many ways in which B-K saves time and labor, and helps you to make better butter by keeping everything free from bacterial contamination and bad odors.

Send for Bulletin 89 and Free Sample with full directions for the use of B-K. Prove to yourself what we claim for it.

Read What the Iowa Prize-winner Says

Oelwein, Iowa, Oct. 24, 1914.

General Purification Co.,
Madison, Wis.

Gentlemen: In regard to B-K as a germ killer and destroyer of odors, I do not believe there is anything its equal on the market. There are many places in a creamery where we have to use some kind of a purifier and deodorant and for this purpose I do not believe there is anything better than B-K.

I must say B-K is a great help in making a high grade butter. Yours respectfully,
THOS. SADLER.

Send This Coupon

General Purification Co.
508 Pioneer Bldg., Madison, Wis.

Gentlemen:

Please send me free sample of B-K and full directions for use in keeping milk pipes free from milk coating and for destroying of bacteria and odors in the creamery.

I make.....pounds of butter daily.

I make.....pounds of cheese daily.

.....
.....

General Purification Co., Madison, Wis.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

bert Anderson, of Erskine, was third with a 94½ score.

Other scores over 90 were:

Bennie Krogstad, Olga	92
John Nelson, Viking	91½
W. A. Krauss, Henning	91
Albert Martin, Plummer	90
Frank J. Nagel, Dassel	94
Otto Peterson, Mentor	92
Joe Hanson, Clarissa	94
C. A. Redman, Osseo	94
Chr. Christianson, New Ulm	92
H. V. Larson, Badger	92
Richard Nelson, Maple Bay	92½
Lorentz Rodum, Gonvick	92
Willie Riel, Oklee	92
B. A. Christianson, Arlington	92
E. S. Ramstad, Greenbush	90
E. W. Redman, Howard Lake	93
H. A. Gotch, Wadena	92
L. W. Leffler, Hendrum	91
A. B. Steensgaard, McIntosh	91
A. Rasmussen, Ottotail	92
L. B. Anderson, Clearbrook	91½
C. Lindberg, Perley	90½
C. A. Leffler, Ada	92
O. O. Heggeness, Lengby	92
L. Haslerud, Thief River Falls	91
A. J. Hed, St. Hilare	92
M. Sorenson, Pelican Rapids	92½
Carl M. Olson, Clearbrook	91½
H. A. Lundeen, Erkhart	91
N. E. Redman, Montrose	92½
Emil Gomar, Delano	94
H. H. Muckal, New York Mills	94½
H. O. Tommervik, Flaming	93
H. Cokrell, Alrich	93
P. E. Robinson, Underwood	92½
Carl J. Holte, Fertile	93½
Thos. A. Aalid, Alpha	93
J. A. Simpson, Fertile	92½
C. J. Strommen, Ada	92
Wm. C. Boettcher, Bowerville	90½

To the creamery association having the largest percentage of its patrons who kept dairy herd records, the first prize was awarded to Hendrum, which has 67 patrons, eight of whom keep records. Lars Leffler is the buttermaker, and besides receiving a banner he won the gold watch. The Olga Co-operative Creamery Company was second. Ben Krogstad is the buttermaker.

The McIntosh creamery, in charge of A. B. Steensgaard, received high honors for the creamery having the largest number of silos in its territory. There are 16.

The Thursday forenoon session was opened with a paper on "Neatness and Cleanliness," by C. J. Holte, of Fertile. Albert Anderson, of Erskine, discussed the subject of "Pasteurization and Starters." O. A. Storvick was absent, but his paper on "The Buttermaker's Relation to His Pa-

trons" was read by President Selvig. We expect to publish this in full later.

M. P. Mortenson, of the Albert Lea State Creamery, told the convention what a good buttermaker is. His remarks were free from the stereotyped phrases and full of valuable suggestions. We are going to publish more of this excellent address later.

In the buttermakers' judging contest, first prize was won by Bennie Krogstad, of Olga. Otto Peterson, of Mentor, won second and Sever Lee, of Crookston, third.

Resolutions were adopted endorsing Mr. Winkler for dairy commissioner under the new administration, approving the work of the agricultural college, and endorsing the National Dairy Union. A resolution similar to the one presented by Mr. Morley at Mitchell, regarding oleomargarine, was unanimously passed.

Wisconsin Scoring Contest for December

The following is a list of buttermakers receiving a score of 90 and over and wishing to have the score published.

C. P. Andreason, Plain	92.50	14.1	3.5
Robert Anderson, Northland	92.50	13.5	3.0
American Milk Co., Whitewater	93.75	12.6	2.1
Albert S. Anderson, Northland	92.00	12.7	1.5
Lester E. Butler, Hellenville	90.00	14.1	1.8
B. E. Bragg, Preston, Iowa	95.00	13.8	1.4
I. B. Beadle, Millville	91.00	12.0	1.7
Brannon Co-op. Cry. Co., Ogema	91.75	15.0	2.4
L. L. Bolstead, Basco	95.50	13.5	1.7
Wm. Carl Bagley	92.50	13.4	2.3
R. C. Cleaves, Iola	92.00	12.8	2.9
Hans Christiansen, Rose Lawn	94.75	12.1	2.3
C. Christensen, Amherst Jct.	92.75	12.6	1.6
O. Christensen, Nelsonville	91.00	13.8	3.8
M. Christopherson, New Franken	94.50	15.1	3.8
C. Christensen, Neillsville	96.25	13.7	1.4
Henry Derebrach, Geneva, Minn.	95.28	14.5	1.7
Val Dressler, Lousburg	93.75	14.9	2.5
W. J. Dehn, La Valle	93.75	14.8	2.4
H. De Goller, Cambridge	94.25	13.0	2.7
Sam J. Edge, Patch Grove	91.75	15.3	3.2
Rudolph Else, Hellenville	95.75	12.4	1.7
E. R. Eckwright, Bloomer	94.75	12.2	1.8
H. E. Griffin, Mt. Horeb	95.75	14.1	2.2
John Crosser, Geneva, Minn.	95.75	15.6	1.9
R. A. Garlick, Neshkora	92.25	13.2	1.4
Paul Hahn, Wausau	94.50	14.5	3.1
Ole Hansen, Hazel Green	95.00	14.3	1.7
H. J. Herremann, Black Earth	92.75	13.3	3.0
Carl Jorgensen, Rose Lawn	95.25	12.7	2.3
Frank Kuehnhold, Waupaca	90.25	12.5	1.9
F. B. Kauffman, Ft. Atkinson	93.00	13.3	2.8
A. M. Kelnhofer, Blenker	91.50	12.3	2.6
Paul Kottke, Cedarburg	94.00	12.5	3.2

H. Kircher, Fisk	91.25	14.4	3.1
Theo Lennartz, Frederic	92.50	14.7	1.9
O. Larsen, Fennimore	91.75	14.3	3.0
Earl Longtau, Green Bay	95.75	13.7	3.0
G. H. Kothlow, Edgerton	93.00	15.8	3.1
Don S. Kochheiser, Belleville, Ohio	92.75	12.0	1.5
G. W. Moody, Arkdale	92.00	14.0	2.1
Frank Meisner, Fennimore	94.00	12.4	1.5
F. J. Mathews, Brill	92.50	13.7	3.3
A. C. Marks, Shennington	92.00	14.4	3.1
Ralph McCoy, Poy Sippi	92.50	13.0	1.7
W. A. Moyes, Ironton	94.50	13.3	2.5
Harry Nichols, Elkhorn	94.75	13.8	3.3
J. Merkel, West Bend	91.00	15.3	3.2
N. Mayesschein, Hillsboro	93.00	14.3	3.3
N. Andover Dairy Co., N. Andover	91.50	14.2	2.3
A. M. Newman, Black Earth	91.75	12.6	4.3
H. P. Neilsen, Deerfield	92.00	14.6	2.0
H. A. Melgaard, East Ellsworth	92.25	13.8	2.1
Elmer O. Peterson, Sheridan	90.75	13.8	1.6
Hans H. Pederson, Warren	92.00	14.9	2.5
W. F. Paulson, Phillips	92.00	13.2	2.5
P. E. Peterson, Hersey	91.50	13.5	2.2
Louis Peterson, Bondi	95.00	14.2	2.5
Jacob Ringger, Durand	93.00	13.3	1.7
J. P. Rank, Roselville	92.25	12.0	2.4
F. S. Root, Rudolph	92.25	13.8	1.4
E. Priebe, Princeton	95.00	13.0	1.6
J. H. Peterson, Cashton	90.75	14.4	2.0
F. D. Packard, Dwight	92.00	13.8	1.5
P. Severson, Neillsville	94.25	15.5	2.1
John Schield, Fall Creek	90.50	13.2	3.8
C. M. Sanford, Amherst Jct.	91.50	14.8	3.3
Abe Speich, Berlin	91.50	15.0	1.9
C. Stewart, Mazomanie	92.75	14.0	2.4
Sanitary Cry. Co., Boscobel	91.75	13.2	3.0
Guy Tyler, Cedarburg	93.75	11.8	2.8
John J. Sauer, Clinton	95.00	15.7	3.1
John Schiller, Peebles	95.50	13.2	3.6
D. F. Wallace, Alma Center	95.50	13.1	1.6
Wyocena Cry. Co., Wyocena	91.75	13.4	2.5
Henry C. Wolfgram, Whitewater	95.25	13.7	2.4
H. H. Whiting, Johnson Creek	95.00	15.1	2.0
F. M. Werner, Waterloo	95.25	13.2	1.6
Williams' Cry. Co., Augusta	92.50	12.5	2.4
Elmer Zimmerman, Merrill	92.25	13.4	2.2

Hear Ye, Iowa Managers!

All Iowa secretaries and managers know about the big buttermakers' short course to be held at Ames from December 28th to January 6th, but I want to emphasize a few things and put them up for your careful consideration. The time is not far distant when the buttermaker who does not possess the highest qualifications will have to step out and make room for one who does. It is up to American buttermakers from now on to make a quality of butter that will compete with the finest grades of Danish butter known as the "Lure" brand.

The last three years I have been in attendance at the short course, I have always found quite a large number of buttermakers there whose expenses were paid by the creamery. It is needless to say that these creameries are among the most successful in the state. Their success is due to the fact that their buttermakers are up to date, and they are so because they attend the Ames short course.

I want to urge you as secretary or manager to take this matter up with the proper authorities at once and arrange to send your buttermaker to Ames for a few days. It will certainly mean money to your factory at the end of the year.

I also want to remind you that the next convention of the Iowa Buttermakers' Association will be held in Ames on January 6th and 7th, which will be just at the close of the short course and will give your buttermaker an opportunity to attend this meeting.

A great many of the creameries are giving their buttermaker a 20-pound tub of butter to enter at this convention and I believe they always profit by so doing. Why not give your buttermaker a tub this month and get him interested in a good work for the good of your creamery and the state of Iowa as well?—J. J. Brunner, Strawberry Point, Iowa.

The property known as the Rocky Run creamery, near Pittsville, Wis., was destroyed by fire.

Farmers near Hillsboro, N. D., are planning the erection of a creamery.

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Butter, Eggs and Poultry

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References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

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PHILADELPHIA

THE MARKETS

NEW YORK.

General Situation Satisfactory — Storage Stock Moving—Supplies Light.

[By the Creamery Journal Staff Correspondent.]

Although the butter market is about 3c lower than it was at this time last year, the general situation is satisfactory and during the past two weeks there has been a steady demand. Receipts of fresh are light and the owners of held stock have been drawing on their supplies steadily, thus creating a good held market and reducing the supplies in a satisfactory way. Receipts of fresh show the usual defects of the season so that it is hard to get large supplies of fresh extras and such will easily bring a premium. There is always such a good demand for high grade butter in New York that arrivals can easily be cleaned up. The largest proportion of the receipts is of undergrades but these are doing fairly well and the tendency of the market during the past two weeks has been for the prices of the top and the undergrades to come closer together. Prices have maintained so even a level that consumption has not been materially effected as is the case when there are violent fluctuations in the market. There has been a steady demand from all sections and trade in general is in good shape. There are a great many unemployed in New York in the section in which distributors supply, and consumption of butter is good when compared with that of other food commodities. While the use of oleo is free, still butter is more than holding its own.

Now that fresh butter is in light supply there has been a general swinging over to held and many jobbers are using it freely as they prefer it to fresh if they can get desirable grades. Most of them are working on held and will continue so as long as their wants are supplied with quality that is satisfactory. The report of the associated warehouses December 1st has encouraged butter owners as the holdings are moderate for the season although a large proportion of the butter in cold storage is not of the table grades. The holdings for the 46 houses were given as 41,692,600 pounds as compared with 50,662,600 pounds the same date a year ago. This shows a shortage of about 9,000,000 pounds.

As long as the butter market is on its present level there is very little chance for foreign butter to be handled here and the outlook now is for light arrivals. Sailings of trans-Atlantic liners are rather indefinite and receivers cannot count with any certainty on arrivals for foreign ports. There has been no export butter movement to speak of although during the last week a shipment of 160 packages was made to Liverpool. The last arrival of foreign butter of any consequence was about 600 casks of Danish stock which came in recently. These goods cost so much laid down here that they cannot easily be sold in competition with local goods.

Process butter has been a little slow although manufacturers have cut prices to stimulate trading. The closing of the Oetjen factory by the United States government has stimulated the ladle market and packing stock and ladles are both higher. As the Oetjen factory turned out about 60 per cent of the ladles used in this city the competing firms are busy filling orders. The government has inspected the four other plants and has given them all clean bills of health. The activity of the city ladlers, however, will supply the market in short time and a reaction is apt to occur.

The receipts of butter this week have

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been only 32,967 packages. This is less than last week by about 1,000 packages. The season is also behind last year, totalling 1,703,793 packages since May 1st with 1,732,776 last year. The total exports so far this season have been 3,736 packages while the imports since September 1st have been 9,427 packages.

BOSTON.

Moderate Trade—Slight Advances — Plenty of Medium Quality Receipts.

[By the Creamery Journal Staff Correspondent.]

We have had a moderate trade in butter the past two weeks, with a slight advance in prices, but at no time has there been any real activity. The rise has been mainly on the high scoring grades of fresh creamery, which come along in small quantities. There has been plenty of medium quality arriving from the west, and this kind has been ample to meet the wants of distributors, whose customers seem to be satisfied with that grade and the choice storage goods which holders are willing to let go at a little under the prices of fresh make. The absence of real winter weather so far has enabled the creameries to keep up a fair output, and nobody is suffering for supplies except those who want something fancy, which is always in light supply at this season of the year.

High scoring extra creamery has been selling the past week at 32½c, with occasional fancy lots at 33c, but for the average western extras offered 32c is a full price. Firsts have been selling at 29@31c, but to bring 31c the quality must be up near an extra. Seconds rule principally at 26@27c, and thirds at 24@25c. It will be noticed that all the above grades are 1@2c higher than a fortnight ago. Ladles are quiet and steady at 22c. Renovated butter is quotable

at 25@25½c, but not much brings over 25c.

Storage creamery is held with more confidence, owing to the falling off in the receipts of fresh make, and June extras command 31½@32c. Most buyers prefer the best held stock to most of the fresh arriving. Firsts are taken at 28@30c, but the demand is mainly for the best quality. The weather at the close has a more wintry feeling, and if it should come round with a freezing temperature and stay there, the chances are that storage stock would be more sought after.

But the general feeling among dealers is that any further rise in prices would restrict the consumption. They claim that advance asked has an effect to restrict the distribution and induce the majority of the people to look around for cheaper articles.

"I suppose you find a wide difference of opinion in regard to the outlook for butter during the winter," said one of our large receivers, "but so far as I can see I think that the prospect is favorable for holders of storage stock. The output for this month and next is likely to continue small, and our current receipts will probably not be much more than 40 per cent of the wants of the trade. The remainder will have to be drawn from storage. This I believe will enable holders to unload at a moderate profit before there is enough increase in the make to meet all wants. But this is supposing that prices of the medium grades will be kept within reasonable limits. Fancy fresh will probably take a higher range than at present before spring comes."

Our statistics for November reflect the quiet market we had to report from week to week, but when compared with the movements for the same month last year, they make a fairly good showing. Receipts at Boston for the month amounted to 3,208,117 pounds against 2,876,134 pounds for cor-

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responding month in 1913, showing a slight increase.

The consumption for the month figured out 5,820,000 pounds, against 5,400,000 an increase which about offsets the increase in receipts, but not coming fully up to quantity used up during the previous month of this year.

Since the first of May there has not been so much of an increase in the consumption or distribution as we would like under ordinary circumstances, but most of the time conditions have been extraordinary, and perhaps we should be thankful that the consumption has held up so well.

The stocks in cold storage warehouses in Boston on Saturday, December 5th, amounted to 214,624 packages against 212,500 packages same time last year, an increase for this year of 2,124 packages. This is not much of an increase, and with no more than a normal output the coming two or three months, the holdings should be pretty well distributed. And this, without counting on any exports.

CHICAGO.

Supply Just Right to Keep Market Firm—Dealers Show Confidence.

[By The Creamery Journal Staff Correspondent.]

Merchant vessels of the old days used to dread being caught by the "doldrums," which is the name applied to a lethargic condition peculiar to the southern main. The "doldrums" is a region of dead calm, devoid of currents and all other animate phenomena of the ocean.

To say that the local butter trade has been in the "doldrums" for the past two weeks would be to put the matter a little strong, for in some directions there has been a great deal of action, as will appear further on in this news letter. In the trading, however, there has been a lack of excitement which has hardly been rivaled this fall. The demand has been peculiar. Either extra fine or extra cheap butter is in demand. The middle grades have not moved well. Fancy butter is not coming to the market in any great quantity, which is fortunate, for there is a very weak demand, except for fresh extras. Firsts are rather abundant, but the price has been hammered down by buyers until holders sell reluctantly or not at all at the prevailing figure. The market on packing stock and process butter has been rather steady with just about enough demand to take care of receipts.

In spite of the fact that the butter business has been inclined to drag a little during the last two weeks, dealers in the local market show a great deal of confidence and declare that the price in this market will be right for all parties concerned by the first of the new year.

Freight rates continue to occupy the attention of the local produce trade and all sorts of rumors and suggestions fill the air. Last week the proposed advance in the freight rates between this city and New York occupied the greater part of the discussion. The main objection of the street is directed against the point in the new schedule which makes a separate charge for icing instead of including the charge

in the freight rates, as has been the custom in times past. The Interstate Commerce Commission has indefinitely postponed Schedule 41, which was to become effective January 1st. This will give the produce men time to collect and present arguments against the new arrangement to the body at some date in the near future.

The question of foreign butter was again thrust into this market last week, in spite of the fact that it is not a welcome topic and many dealers here would like to forget that there is such a thing. This time the attention of the dealers was called to the topic by the increasing arrivals of butter in this market from regions in the northwest which ordinarily ship to the Pacific coast cities. Investigation has brought forth information, contained in a few letters to Chicago receivers which the writer has been permitted to peruse, to the effect that the coast cities mentioned are getting a good supply from New Zealand butter of fine quality at a satisfactory figure. One of the letters reads:

"Creameries in this section have found that it is better to ship their butter to the Chicago market, even if the distance is greater, owing to the fact that they do not wish to put their goods in competition with the imported butter, which is now coming across in large quantities. I believe that one reason for the increased importation is the fact that the shippers of New Zealand do not care to take chances in shipping their product to Europe, where there was formerly a good market for them, through waters infested with warships. The result is that all of this butter is being dumped on our own shores. The shippers are sore on Pacific coast receivers, some of them, and swear that they would rather ship into the Chicago market, where they can always get a square deal, at any rate."

From all that has been heard this letter just about represents the situation out in the northwest. While not enough butter has come to the city from this section to seriously influence the price, receivers here are fearful that at a season more acute from a price standpoint than the present one the importation of butter from the northwest might have a serious influence on the market. The general feeling among both receivers and shippers is that prices will continue strong all through the winter, but if the available supply is increased by the receipt of large quantities of butter from a region which in the past has not been sending butter to Chicago it will put quite another aspect on the matter.

PHILADELPHIA.

Market Temporarily Dull—Small Receipts of Quality Goods.

[By the Creamery Journal Staff Correspondent.]

The continued wet weather during the past week has had a depressing effect on trade in general and the butter market has been very dull. The fancy grades of fresh solid creamery have only a fair demand, but with the small receipts arriving it is sufficient to keep them under control, and place them at the outside prices.

Extra and extra firsts when of the quality up to the real standard of the grade had a

good outlet, but buyers are extremely particular and the greater part of them do not come up to their ideas.

Firsts, seconds and thirds are comprising the bulk of the receipts and with the substitutes that are on the market and giving satisfaction at less price, they are slow selling and unless there is a lowering of values there are steady accumulations.

Ladles are extremely slow selling and the little business that is done is of small volume and merely to fill buyers' orders.

Trade in packing stock is quiet. The best quality has an outlet, but it is in very limited offerings—we quote western solid packed creamery fancy, 36c; extra, 34c; extra firsts, 32@33c, and seconds, 26@28c. Ladles are 21@24c and packing stock with a wide range in quality has a wide range in prices. The best goods are selling at 21c.

The officers of the revenue department during last week took samples of ladles from all firms on our market who handle the goods of Fred S. Oetjen & Co. of New York, as they were suspected to be adulterated butters. They further instructed them not to dispose of any of these holdings until the samples had been submitted to an analytical examination by the department at Washington. As considerable of these goods have been bought, the lots ranging anywhere from 10 to 100 tubs—if the suspicions are proved to be facts, it becomes a serious matter to the firms interested, as where the goods have been paid for and the most of them have, the loss is both of goods and of money and the holders are innocent victims.

The buyers of the goods were located with but very little trouble, as the books of Oetjens, which were seized with the plant, contained the names.

Elgin Butter Tub Calendar.

The Creamery Journal acknowledges receipt of a large handsome calendar from Schmidt Bros., of Elgin, Ill., manufacturers of the well known Elgin butter tubs. Their calendar this year bears a large half-tone engraving of May Rilma, the champion Guernsey cow of the world. Along with the calendar is a separate slip containing the pedigree and records of this great cow. The calendar is one of the best we have seen this year and will be a valuable remembrance to hang conspicuously in the creamery. You won't need your "specs" to see the day of the month. When writing for one of these calendars, mention The Creamery Journal.

The United States Department of Agriculture, it is estimated by the government financiers, will require \$20,706,000 and a few odd dollars to pay its running expenses for 1915. Among the items for which the department asks is \$87,000 for dairy experiments in the semi-arid and irrigated regions of the west, \$600,000 for foot and mouth disease quarantine work, \$60,000 for live stock experiments in southern sections where sugar cane has been the principal product, and \$398,000 to fight the cattle tick in the south.

Help Wanted—We want every butter-maker, creamery secretary and every member of creamery directors to read The Creamery Journal during 1915, and are making a special Christmas offer of one full year for 25c. Sign the blank on the back cover page.

The West Liberty (Iowa) Co-operative Creamery Company has filed articles of incorporation for \$10,000.

The new creamery building at Lawler, Iowa, is being occupied.

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The Big Iowa Dairy Short Course

The annual dairy short course begins on December 28th and will continue for 10 days. On January 6th and 7th the Iowa State Buttermakers' Convention will be held in connection with the short course and work in the laboratory will be suspended so that all students will have an opportunity to participate in the work transacted by the state association. On the morning of January 6th a butter judging contest will be held. This contest will be conducted in the dairy building and will finish the regular work of the short course. The buttermaker, doing the most perfect scoring will be awarded a gold medal. As second prize is offered a silver medal and at the present time a fund of \$120 is available for pro rata premiums. This fund may be increased to \$150 or more and is given by the creamery supply houses and other commercial concerns. The names of the contributors will be announced as soon as the list has been completed.

Instruction in butter judging will be given daily by such men as P. H. Keiffer, J. J. Ross and F. L. Odell, who rank high as butter judges.

In addition to the regular dairy school instructors, a special force of instructors will be employed and all parts of the creamery work will be in charge of some recognized creamery expert.

A special course in ice cream making is offered. Anyone desiring to enter for this course may devote his entire time to work in that department or he may divide his time between the work in the various departments. As the short course is offered entirely for experienced men, we consider that they themselves are capable of deciding as to how they can devote their time to best advantage.

A special course in market milk is also offered by this department for the first time. This course includes work such as pasteurization and bottling of milk, preparation of fermented milks, homogenization of milk and cream, dairy bacteriology, testing of dairy products, milk and cream judging, milk inspection, factory management, feeding and breeding of dairy stock, etc. Side lines, such as soft cheese making will also be taken up and cheese such as club, pimento cheese, cottage cheese, etc. will be made daily.

The forenoons of each day are devoted to practical work and the instructors will demonstrate in all laboratories during the entire forenoon. The afternoons are devoted to lectures. From two to three lecture rooms will be in constant use for classes every afternoon.

Anyone desiring to secure a creamery operator for taking charge of his factory during the short course should write us at once as we have only a few men left who will be able to take full charge of a creamery during the short course.

MILK POWDER RULINGS.

Two Companies Restrained from Manufacturing Spray Milk Powder.

The attention of our readers was called some time ago to the fact that in the case of Merrell-Soule Co. vs. Powdered Milk Co. of America, Honorable John R. Hazel, judge of the United States District Court for the western district of New York, after full proofs had been taken, held that the Stauf patent covering the spray process for manufacturing milk powder and owned by the Merrell-Soule Co. was valid and infringed, and issued a decree for an injunction, an accounting for damages and prof-

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References: Sixth Nat'l Bank; Southwestern Nat'l Bank; Dun and Bradstreet. Correspondence Solicited

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THE photo at the top of this space shows the Cooling Room of the Armour Packing Co.'s plant in Kansas City in course of construction. The lower photo shows the same room insulated with Waterproof Lith.

Seventy-five per cent of all the creameries in the Central West erected during the last twelve months were insulated with

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Waterproof Lith, the insulating qualities of which have never been questioned, has been standardized by the result of experiments, until it stands today as the only Economical Insulating Investment on the market, combining insulating efficiency, strength, non-capillary attraction and durability. Sawed like lumber and guaranteed absolutely sanitary.

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This popular insulating material is made of nothing but simon-pure natural cork granule and a special asphaltum. Contains highest percentage of cork to the inch, 1 1/4 lbs. of pure cork to every square foot.

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its, together with costs. The injunction in this case, however, was suspended temporarily pending appeal.

Recently, the Merrell-Soule Co. brought an action against the Natural Dry Milk Co., a company operating in New York, various parts of Michigan, Illinois and Wisconsin, and in the latter part of October a motion was made for a preliminary injunction restraining the Natural Dry Milk Co. from infringing the Stauf Patent. This action was brought in the northern district of New York and United States Judge Ray handed down an opinion holding the Stauf patent valid and infringed by the Natural Dry Milk Co. and entered a decree for a preliminary injunction, which has now been issued and served upon the Natural Dry Milk Co.

During November another motion for a preliminary injunction was made against the Puritan Dry Milk Co. of Canastota, New York. The order for the preliminary injunction has been entered, issued, and served upon the Puritan Dry Milk Co., likewise restraining it from manufacturing milk by the "spray process."

Attention should be called to the fact that the Puritan Dry Milk Co. is one of the many concerns who were induced to take out licenses under rights alleged to have been owned by one Leslie P. Mick of Chicago. It might be added that in the case against the Puritan Company, which was substantially identical with that against the Natural Dry Milk Co., that Leslie P. Mick made no attempt to defend his licensees, the Puritan Dry Milk Co.

Judge Ray in his opinion in the case of Merrell-Soule Co. vs. Natural Dry Milk Co., took occasion to give the following broad interpretation to the Stauf patent, which would preclude anyone from manufacturing milk by the "spray process."

"It will be noted and remembered that the Stauf process, as illustrated in the drawings, provides for heating the air so as to render it moisture-absorbing, but it is immaterial how this is accomplished, provided it is made sufficiently moisture-absorbing, and it is immaterial from what source it is produced or at what point it enters the chamber, provided it does not seriously interfere with the spraying and evaporating process; the claim is satisfied irrespective of its source or point of delivery or the direction which it takes after delivery. The milk is sprayed into the chamber at any suitable or convenient point by any suitable means, and the claim is satisfied irrespective of by what means the spraying is done or what direction the spray takes after its entry into the chamber, provided the air absorbs the moisture content of the liquid and then passes off, allowing the solids of the liquid to drop down so as to be out of the active sphere of influence of the air current or so as to be conveyed to any suitable collecting space."

From this it will be seen that the Stauf patent is very broadly construed by the court and covers a process rather than any particular device or machine.

The Merrell-Soule Co., of Syracuse, New York, were the pioneers in manufacturing milk powder by the well known spray process and we feel sure that their many loyal customers will be pleased to hear of their successes in the United States courts.

So far as The Creamery Journal is aware, it is not the intention of the Iowa state dairy and food commission to ask for any great amount of new legislation the coming session. It is hoped, however, to at least get three or four more assistants on the dairy force, as this extra help is badly need-

ed. And there also will have to be additional assistance for the administration of the weights and measure work. Mr. Barney also advises us that there is some talk of asking the legislature to license people selling oleomargarine in the state. No definite conclusion has been reached as to this. It would, however, certainly bring a big revenue to the state. In Nebraska each retailer pays \$10, each wholesaler \$25 and each manufacturer \$50.

Want Clearings

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

FOR SALE—Ice cream plant in city of 30,000. Owner has two plants and can not attend to both. Will trade for good farm. Address Lock Box 880, Waverly, Iowa.

WANTED—Helper in whole-milk creamery. Must stay at least six months or it wouldn't pay to start. Board and room furnished. Position open February 1, 1915. Write E. H. Homan, Westgate, Iowa.

POSITION WANTED—By young buttermaker. Five years' experience and Minnesota dairy school course. Am married. Can come any time after January 1st. Good references. Address Casper Myrom, Maquoketa, Iowa.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Farnell, Iowa.

FOR SALE—Or may trade for good land, wholesale and retail ice cream business well equipped with plenty of room for an addition of bakery and creamery products. Property 40 by 120, with good brick building in front, frame in rear. Grand opportunity for right party. Also two new modern cottages, nicely located. Address F. P., Fox 362, Colfax, Iowa.

POSITION WANTED—By a competent buttermaker and ice-cream-maker with seven years' experience in Denmark and Germany; can handle machinery, understands pasteurization, starter-making, testing, control of moisture and over-run; country town preferred; please state wages and particulars in first letter. Address Arthur Mortensen, Castana, Iowa.

POSITION WANTED—By young first-class buttermaker, five years' experience in up-to-date creameries, whole-milk and gathered cream. Holder of engineer license. Can also operate gasoline or kerosene engines. Am single. Can come on short notice. Know how to pasteurize and make starter. High class references. Address Jas. E. Klemmer, St. Lucas, Iowa.

WANTED—Experienced man for creamery, one used to putting out certified milk with modern machinery and that understands the Babcock test and has some knowledge of steam engines. Permanent position for first class man with good references. Twenty miles southeast of Kansas City. Apply to F. F. Dow, Manager Dairy Dept., Longview Farm, Lee's Summit, Mo.

FOR SALE—Butter, ice cream and milk plant. Business established 15 years, in a county seat, southern Minnesota town with good shipping facilities and a good retail trade at good prices. Price, only \$2,500. It is worth twice that and a fine opening for anyone wanting such a business. Building is modern and can be bought or leased. Is central and has fine living rooms. Correspondence solicited. Address "Minnesota," care The Creamery Journal.

FOR SALE—One No. 9 1,200-gallon R. B. Disbrow churn, used only few weeks; one 600-gallon Eclipse ripener, rebuilt and as good as new; one cream test scale; one moisture torsion balance; one 4-bottle hand Babcock tester; one 8-bottle 20th Century Babcock tester; one No. 4 Ideal bottling machine; one Northey cooler, 13 1/2 by 8 by 7 1/2 feet; one No. 1400 Farrington pasteurizer; one 15-tube cooler. Everything in good condition and will be sold at a sacrifice price. Address J. J. Miller, care Waterloo Savings Bank, Waterloo, Iowa.

Help Wanted—We want every buttermaker, creamery secretary and every member of creamery directors to read The Creamery Journal during 1915, and are making a special Christmas offer of one full year for 25c. Sign the blank on the back cover page.

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Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

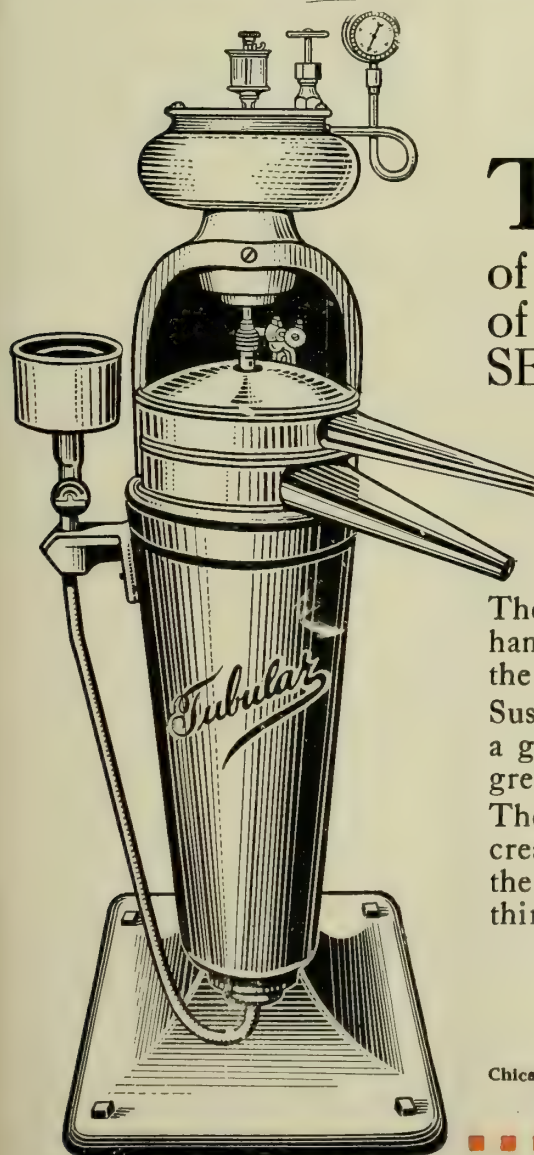
Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.



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THE development of a creamery to its highest output at the lowest expenditure of time and money is what the installation of the SHARPLES TUBULAR CREAM SEPARATOR accomplishes.

The cream travels the entire length of the suspended, bottom-fed bowl, reaches the cover with little force, flows into its receptacle and permits the butter-fat globules—which produce the finest quality of butter—to remain unbroken.

The almost frictionless ball bearing from which the tubular bowl hangs requires but little power. Because of this absence of friction, the machine consumes but two gallons of oil a year.

Suspended by a single ball bearing, the tubular bowl is capable of a great number of revolutions a minute, and this speed affords the greatest centrifugal (or skimming) force.

The machine is built to stand the wear and tear of a lifetime of creamery service. Freedom from repair costs characterizes it as the best, and behind this characterization we throw the support of thirty-three years' unchallenged reputation.

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THE SHARPLES SEPARATOR CO.

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Our Christmas Present to Creamerymen of America



THE FRED L. KIMBALL COMPANY, publishers of THE CREAMERY JOURNAL, are going to play Santa Claus for one month beginning December 1st. We are going to make a substantial gift to every creameryman—buttermaker, manager, secretary, board-of-director member—who is progressive enough to want to keep in touch with the latest happenings and developments in the creamery world—who wants to learn more about his own business—who wants to keep familiar with efficient methods of business—who wants to ride the wave of progress instead of drifting along in the rear.

THE CREAMERY JOURNAL is the national magazine for the creamerymen of America. It is published twice a month, on the 1st and 15th. It is edited and contributed to by practical creamerymen and authorities. It is a bright, snappy publication, well printed and illustrated and its columns are devoted exclusively to the interests of butter and buttermaking. No matter whether you are a helper, a buttermaker, a secretary, a manager or a member of the board of directors, you will appreciate and profit by reading THE CREAMERY JOURNAL. It is long on plain, practical things and short on technicalities.

The regular price has heretofore been \$1.00 per year—and those who have been reading it say it is worth \$2.00. But—as a Special Christmas present, we are going to send the paper beginning January 1, 1915

ONE FULL YEAR FOR 25 CENTS

This offer is good for new or old subscriptions and will positively be withdrawn December 31st.

Think of it! Only 1c per issue for the most valuable creamery trade magazine published!

Just fill in the accompanying blank, enclose a quarter (silver or stamps) and do it at once before you forget it. Such an offer may not knock at your door again.

And besides, we wish you a very Merry Christmas!

The Creamery Journal, Waterloo, Iowa.

Here's my quarter. Send me The Creamery Journal one full year beginning January 1, 1915, as per your Special Christmas offer.

Name.....

Please write very plainly

Town.....

State..... R. F. D.....

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4 JAN 1915

THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 23

WATERLOO, IOWA, JANUARY 1, 1915

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For any grade, either fresh or
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DE LAVAL BUTTER BEST AS USUAL

At the Great 1914 National Dairy Show

BUTTER made from cream separated by the De Laval Separators made the usual clean sweep of all highest awards at the great National Dairy Show held in Chicago in October this year, as it has always done at every convention of the National Buttermakers' Association or a Dairy Show since the beginning of these important annual contests in 1892.

The Sweepstakes and Gold Medal awards in the various classes were as follows:

Whole-milk Creamery Butter

The highest award in the Whole-milk Creamery Butter class was made to Thomas Sadler, of Oelwein, Iowa, upon butter made with a De Laval Power or Factory Separator—score 96½.

Gathered Cream Creamery Butter

The highest award in the important Gathered Cream Creamery Butter class was made to the United Dairy Co., of Chicago, which uses both De Laval Separators and Milk Clarifiers, the prize-winning butter being made from cream gathered mainly from farm users of De Laval Hand Separators—score 96¼.

Farm Dairy Butter

The highest award in the Farm Dairy or Home-made Butter class was made to Austin C. Higgins, of Andover, Mass., who happily is not only a De Laval user but a De Laval local agent—score 96.

Market Milk

The highest scoring Market Milk exhibit of any kind was the certified milk one of H. P. Hood & Sons, of Boston, Mass., large users of both De Laval Separators and Milk Clarifiers—score 98.40.

Cheese

The highest scoring cheese exhibit was that of Edward L. Termaat, of Plymouth, Wis., user of a De Laval Whey Separator—score 97¼.

De Laval Superiority Indisputable

Aside from the Sweepstakes and Gold Medal awards in all classes, the great majority of all other awards and higher scores were likewise given to De Laval users, again overwhelmingly demonstrating the superiority of De Laval dairy products, as at every important quality contest the world over for more than thirty years.

The reasons for the superiority of the De Laval apparatus on the farm, in the creamery, milk plant or cheese factory are easily understood and will be made plain by a De Laval catalog, to be had for the asking.

The De Laval Separator Company

165 Broadway
NEW YORK

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101 Drumm Street
SAN FRANCISCO

1016 Western Avenue
SEATTLE

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 23

WATERLOO, IOWA, JANUARY 1, 1915

Fifty Cents a Year

Last Call for Fifth Annual Iowa Buttermakers' Convention

AT AMES, WEDNESDAY AND THURSDAY, JANUARY 6TH AND 7TH

THE 1914 convention season is going to close with the fifth annual conclave of the Iowa Buttermakers' Association, to be held at Ames, Wednesday and Thursday, January 6th and 7th, at the close of the big short course for experienced buttermakers. In this case, we feel justified in using the old saying that the best comes last.

Other conventions the past season have not been up to standard in point of attendance, due to various causes, but it looks as if the Iowa convention is going to eclipse all other meetings.

The officers of the association were very wise in naming Ames as the place and January 6th and 7th as the time.

Iowa has the reputation of "knowing not of hard times," and we believe generally speaking, it will hold true this year. Inquiry from all parts of the state shows that an unusual number of buttermakers will be on hand at Ames. This will be the first time in many years that a convention has been held at the dairy school, and every buttermaker that possibly can get away is going to take advantage of the opportunity. It is an opportunity. The Iowa short course is the best in the land and always attracts a large number. The attraction this year is unusual and it is only reasonable to say that the convention will be unusual.

The Iowa Buttermakers' Association has been growing like a weed the past few years, and right now they are tuned up to high pitch. And when Iowa buttermakers



W. E. Mittlestadt, Alden.
Treasurer Iowa Buttermakers' Association.

get their heads together, you can bank on it that they make good. As we said once before, the germ of progress has gone wild in Iowa and every buttermaker within its borders is inoculated with a starter which is ripening up their interest to an amazing degree. Enthusiasm is extremely contagious and practically every creameryman in the state has been exposed and has developed a chronic case.

We are making this last appeal to Iowa buttermakers to rally to the support of your association. The officers have worked hard to make the fifth annual convention a record-breaker, and it is up to you to show your appreciation by attending. The success of any convention depends wholly upon the attendance. Attendance breeds enthusiasm, and enthusiasm is the motive power that accomplishes all things.

Iowa is gaining an enviable reputation, and there is great pride in feeling that you have been a part of the big organization. Unless you attend the convention you are not living up to your obligation as an Iowa buttermaker. The program is of unusual value, and the social mingling with brother buttermakers is a phase which you can't afford to overlook.

Read Secretary Brunner's "Last Call" and when President Clemmons calls the meeting to order Wednesday morning let every Iowa buttermaker who is interested in the welfare of the state be present.

LAST CALL

There are only a few days left for us to make our get-away for our annual convention—an event that we all look forward to with a great amount of interest and one in which we really want to be interested, when we stop to think that there are a great many things that we can and must talk over for the welfare of our interests or we will be going backward instead of forward, and who wants to see the dairy industry of the great state of Iowa going down hill? It surely is not the buttermakers of the local creameries who are members of the Iowa State Buttermakers' Association.

Do you not think it is up to each and every buttermaker in the state to get busy and help boost this convention of ours at Ames on January 6th and 7th? Let us all be there and take some part in the meetings. We have a good program outlined, but we must not forget that it is the discussions that make a good convention. I noticed at the convention of the Minnesota buttermakers that they seemed to have a lot to say in the discussions and it would bring out a good many new and good ideas that we can put into practice in our daily work.

The meetings will be held in the assembly chamber of the new agricultural building of the Iowa State College, just half a block from the dairy building. The banquet, which will be the great treat of the convention, will be given by Miss Walls at \$1

a plate in the ladies' gymnasium, which is one of the best banquet halls in the state.

The commercial club of Ames has taken up the matter of securing rooms for the visitors to the convention and anyone writing to Prof. M. Mortensen, Ames, Iowa, will be taken care of upon their arrival on the grounds. In addition to this, special arrangements have been made to run extra cars on the inter-urban line to Des Moines after the banquet.

There is no question in my mind that we will not be taken care of in good shape. I have never found a town that tries to do more for the convention goers than the city of Ames, and I would certainly be greatly disappointed if we do not meet with the best of satisfaction.

The buttermakers' judging contest will be held in the dairy building on the morning of January 7th, and I wish to call your attention to the valuable prizes that are offered in this contest by the dairy department of the Iowa State College. They are giving a gold and a silver medal for first and second prizes and from \$100 to \$200 in cash premiums to be divided among the buttermakers who take part in this work. I would urge that you be on hand early and show the rest of your brethren that you are a real butter judge and cop off one of those valuable prizes.

Let us all be on hand early and boost for the slogan, "KEEP UP THE QUALITY."

J. J. BRUNNER, Secretary.

Regular Staff of Dairy Instructors at Ames



Arthur F. Carlson



Geo. J. Miller



Norman S. Golding



Mogens R. Tolstrup



Prof. M. Mortensen



Arthur E. Potts



John A. Luithly



Prof. A. J. Hauser



Prof. B. W. Hammer

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**P. H. KIEFFER will attend the Iowa Buttermakers'
Convention at Ames, January 6th and 7th, 1915**

.....

REFERENCES: Irving National Exchange Bank, N. Y.; Fidelity
Trust Co., N. Y.; Union National Bank, Newark,
N. J.; Clinton Trust Co., Newark, N. J.; Commercial
Agencies.

.....

Program, Iowa Buttermakers' Convention

WEDNESDAY, JANUARY 6

10 a. m.

Call to Order by the President.....R. E. Clemmons, Burt
Invocation.....Dr. O. H. Cessna, College Chaplain
Address of Welcome.....Prof. C. F. Curtiss
Music
Response.....C. E. Brant, Fairbank
Report of Secretary.....J. J. Brunner, Strawberry Point
Report of Treasurer.....W. E. Mittlestadt, Alden
Appointment of Committees—Legislative, Resolution and Audit-
ing.

WEDNESDAY, 1:30 p. m.

Call to Order at Convention Hall.
Address—"Improvement of the Quality of Cream".....
.....A. C. Schultz, Sac City
Discussion.
Music
Address—"Pasteurization and Cream Ripening".....
.....J. C. Joslin, Hartley
Discussion.
Music
Address.....W. B. Barney, State Dairy Commissioner
Address—"How to Prepare a Good Starter".....
.....John Lorensen, Cedar Falls

WEDNESDAY EVENING, 6:30 o'clock

Buttermakers' and Dairymen's Banquet, given by Miss Walls
in one of the best dining halls on the college grounds. Be sure
to secure your ticket for this from the committee beforehand.
The prizes and diplomas will be awarded at this time.

THURSDAY, JANUARY 7

9:30 a. m.

Call to Order at Convention Hall.
Address—"Churning, Washing and Working Butter".....
.....G. T. Shaunce, State Center
Discussion.
Address—"Comments on the Butter Exhibit".....
.....J. J. Ross, Iowa Falls
Discussion.
Music
Election of Officers.

THURSDAY, 1:30 p. m.

Call to Order by the President.
Address—"Creamery Construction"....M. E. McMurrey, Nashua
Discussion.
Address—"Benefits Derived From an Educational Contest"
.....F. C. Hinze, Manly, Iowa
Reports of Committees.
Adjournment.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written Especially for The Creamery Journal.)

There has been a great deal of talk and writing lately relative to having a state brand for the butter. Minnesota already has such a law and brand. I have seen no report from them as to how much it has benefited the creameries which were using the brand. It seems there should be some report forthcoming to show what the advantages are and just how it has worked out in practice, also as to how the dealers and consumers have taken to it. If we had something along this order it might give encouragement to those trying to get such a law through other states.

There seems to be no question as to the benefit that obtains from having a government brand in Denmark, as we have never heard that butter carrying the "Lure" brand

was found to be of poor quality. However, I think we can hardly compare our creamery conditions with those of Denmark. We have never heard of them having the poor cream evil such as we have. We all know that they really dairy over there, while here about nine-tenths of the farmers keep only a few cows. Such things have a great deal to do with putting out high quality butter. There, they have so much of this special brand of butter that there is no trouble for those who want it to get it, while it seems to me that if there were a great demand for a special brand at the present time in this country, it would be a hard matter to fill it with the strict ruling that Minnesota has on the kind of butter that must go into that brand.

Another thing that seems to me to be in favor of the Danish method is that it has the government back of it, which should, and I think does, have the effect of making the branding and judging uniform. This would not be the case here if each state had its own brand and rules to govern the conditions of the raw material and the manufacture of the butter.

The government ought to take this matter up and work it out so that it would be uniform throughout and then the inspections of the finished product should be made at some central point, say Chicago, for instance. All butter for the east from out this way goes through Chicago, and thus it could be passed upon there and the grading be as uniform as it is possible to get it under present conditions.

I am wondering how much a state brand would increase the selling price of the butter from creameries like Lake Mills, Strawberry Point and creameries of that class. They are getting prices above the market now; would the compliance with a state brand law make it possible for them to get



J. C. Joslin, Hartley.

Who knows most everything about Pasteurization and Cream Ripening.



A. C. Schultz, Sac City.

Who holds the Secret of Improvement of the Quality of Cream.



F. L. Odell, Algona.

His judgment of the Convention Butter will help decide the winner.

more for the butter. If not, then the brand would not amount to much more than getting those creameries that are into it on a more uniform basis, which of course would be good. So far as helping the creameries that are making poor butter now, I cannot see as it would be so much help, for as to incentive in the matter of price for high grade butter, we have that now and know full well that if we were turning out 95 point butter every day we could demand considerably more for the butter, and get it, too. As long as the dairy business is carried on as a little side line and 99 out of 100 cows in a great many of our creamery territories are not returning a profit to their owners, will it be possible to get them to bring the nice sweet raw material necessary to comply with a state branding law for the few cents more that we can pay them? Of course they ought to do it, but will they?

I begin to believe that the thing to do is to take a different view of this whole matter and go after the farmers and educate them to keep good dairy sires and breed up their herds, thus getting cows that will produce butter-fat at a profit. It is my judgment if such a thing were done in any community so the majority were keeping such cows, then the rest of our troubles relative to poor quality would all be solved. When a man has a herd that is producing him a good profit he is going to take pride in it and the proper care of the cream will come as a natural result.

We never will get results in a large way until the farmer feels a real interest in this branch of his work and I know of no better way to stimulate that interest than in getting him thoroughly interested in building up his herd.

National Buttermakers' Jubilee.

It will be 25 years next March since our society was organized, and it seems only fitting that we celebrate such an event. Twenty-five years is quite a long time since our boys organized themselves into a National body for united national effort in the interests of better dairying. Our association by this time has accumulated a great deal of national prestige, and, in order to give interest to greater national legislative influences, a silver jubilee is most opportune. Can there be anything nicer in connection with our regular progress than a specially arranged jubilee feature?

Every creameryman throughout the land should try to attend our next meeting, especially so, because the coming jubilee is the greatest event that has occurred since its organization in 1891.

Every buttermaker should send a tub of butter to this jubilee exhibit. He should also urge the secretary or manager of his creamery to attend. It is a signal honor to be one of the exhibitors at the coming convention, and every buttermaker should plan to be there.

Your secretary wishes to suggest that you should remember the National Creamery Buttermakers' Association first. And, if you cannot attend both the state and national, then it is the desire of your secretary to have you attend the national convention because it is your silver jubilee. Such an event can only take place once, and therefore, we especially urge you to attend the silver jubilee at Mason City, Iowa.—Martin H. Meyer, secretary-treasurer.

H. W. Maus has moved from David City, Neb., to Stuart, Iowa.

There is now a creamery at Bottineau, Minn.

Greetings From Chicago!

THE Chicago market is the "Home Market" for Iowa. We want Iowa butter and recognize the progressiveness of Iowa buttermakers. May the New Year see you advance still higher and may it be a prosperous one for you.

ESTABLISHED 1866

MERRILL & ELDREDGE 30-32 W. SOUTH WATER STREET
BUTTER—EGGS—POULTRY

REFERENCE: First National Bank

Reliable, Prompt, Energetic

GALLAGHER BROTHERS 165 WEST SOUTH WATER STREET

REFERENCE: First National Bank

ESTABLISHED 1871 INCORPORATED 1914

WAYNE & LOW, Inc. 159 WEST SOUTH WATER STREET

REFERENCE: The Creamery Journal

OVER 52 YEARS IN BUSINESS

C. H. WEAVER & COMPANY 67 WEST SOUTH WATER STREET

REFERENCE: Continental and Commercial National Bank, Chicago

ESTABLISHED 1865

SPANGENBERG & CO.

REFERENCE: First National Bank

48 WEST KINZIE STREET

JACOB JACOBSEN

REFERENCE: First National Bank

710 WEST RANDOLPH STREET

LESERMAN BROTHERS 621 WEST RANDOLPH STREET

REFERENCE: First National Bank

JOHN A. ECK COMPANY

REFERENCE: Fort Dearborn Nat'l Bank

71 WEST SOUTH WATER STREET

John J. MacDonald

13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry || COMMISSION MERCHANT
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Free Thought Column

By FREE THINKERS

Minnesota is entitled to all the bouquets she can get for winning banners, but when it comes to buttermakers' short courses we'll all have to take our bonnets off to old Iowa. At Ames, Iowa, is held a real short course. The attendance is what I call 100 per cent, and there is more enthusiasm down there to the square inch than there is on Wall street when wheat is booming. A buttermaker who goes to the Ames' short course simply can't help but be enthusiastic. If he won't enthuse down there, good night!

What a grand opportunity this institution is for creamerymen and how few creamery managers realize it. Many get the impression that it is a 10-day vacation. They seem to think there is more play than work, but that's where they're off their whirl. It's all work and no play. But the work is so intensely interesting that buttermakers don't want to take time for sleep. After a long day at the school one would expect the boys to use the evening for some sort of diversion, but not so. They go back to the building and talk things over in their discussion club.

If Iowa creamery managers realized what that short course is doing for those buttermakers who attend and what it would do for their buttermakers who don't attend, there would be 512 Iowa buttermakers there on the job every year. The faculty would have to build a new school. It's a mighty hard thing to teach an "old head new tricks," said—it's immaterial who said it—but it's mighty easy to teach an old buttermaker new tricks at Ames. The art of buttermaking is getting more artful every year. It's a good deal like women's clothes. What they wear today is a month behind time tomorrow.

The expense of the short course is very nominal and the results phenomenal. I don't know just what it costs, but s'posing it cost a creamery \$50 to send its buttermaker to the Ames short course. Say, one good hunch on how to prepare and carry a starter would pay that back with 25 per cent interest. If I was a creamery manager I'd have it in the contract that my buttermaker must attend the short course

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The Philadelphia Butter House

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at the dairy school. And, speaking of hunches, a buttermaker who sticks around that dairy building from December 28th to January 6th will go home with so many good hunches that it'll make him hunch back to carry 'em.

Minnesota has the reputation also of holding regular buttermakers' conventions, and I'll vouch for her reputation. But! I get it pretty straight that the Iowa buttermakers' convention at Ames January 6th and 7th is going to make a Minnesota convention look like a township meeting. I have every reason to believe the rumor. There'll be at least 125 buttermakers at the short course, and 75 more will attend the convention. That's 200 buttermakers. Then allowing for the usual number of managers and patrons, the attendance of creamerymen will be about 250. At least 25 salesmen, five trade paper men, 20 butter buyers, 15 railroad men (they're always at conventions because they have passes), nine inspectors, one dairy commissioner and six politicians will make a grand total of 332, besides Frank Brown—and an attendance of 332 is some convention. This big revival meeting at Ames will make Sunday ashamed of himself.

I'd hate to have the job of compiling the names of all those on the 1915 resolution committee. Statistics show that there is less crime committed, less booze sold and less tobacco inhaled during January than any other month in the year. (I never saw the figures, but I'll bet they show that to be the case.) And there is proportionately more good butter made in January than any other month.

A New Year's resolution is like a piece of limburger in a greenhouse—it is fine if carried out.

Mortenson, of Albert Lea, says: "If you can learn to make butter with your head instead of your hands, you'll be more successful." He's right at that. Another good thing he said at Crookston was: "One of the most important things for the buttermaker to learn is how to manage the manager. It takes more ability than managing a creamery."

Figures compiled recently show that the output of oleomargarine during the past month was not so great as during several months this fall. It was far less than November last year, which was in excess of 10,000,000 pounds. This year the showing was only 9,261,801 pounds, according to the official report which has reached this office. Butter men in this market are seeking for the cause of this shortage. There is a question as to whether or not the field of oleomargarine has not been about covered. The oleo men declare that it has not, but there is some reason to doubt this stand. Of course, the federal legislation against the business has resulted in a general slowing down of the productive and selling machinery. At one time the government threatened to confiscate one of the largest plants in the city, in view of the conviction on a moonshining charge of eight of the offi-

cials of the company. The officers of another large company are under indictment on the same charge at the present time, and the general demoralizing effect of all this on the trade is thought to be in part to blame for the shortage. Chicago is regarded as the large producing center for oleomargarine in the country, and the facts which apply here will doubtless be found true in other centers as well.

Fitch, Cornell & Co., the well known butter and egg merchants at 16-18 Jay street, New York, have mailed out their 1915 calendars—only they are better than those of former years. The calendar for 1915 consists of six sheets of heavy white enamel paper containing 41 views of the wonders of North America, 14 of South America, 11 of Europe, 16 of Africa and 11 of Asia. This is one of the most attractive and instructive calendars we have seen.

Want Clearings

BUTTERMAKER WANTED—By February 1st. Write to Scandinavian Creamery Co., R. 3, Viborg, S. D.

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

FOR SALE—Ice cream plant in city of 30,000. Owner has two plants and can not attend to both. Will trade for good farm. Address Lock Box 880, Waverly, Iowa.

WANTED—Helper in whole-milk creamery. Must stay at least six months or it wouldn't pay to start. Board and room furnished. Position open February 1, 1915. Write E. H. Homan, Westgate, Iowa.

POSITION WANTED—By young buttermaker. Five years' experience and Minnesota dairy school course. Am married. Can come any time after January 1st. Good references. Address Casper Myrom, Maquoketa, Iowa.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Farnell, Iowa.

FOR SALE—Or may trade for good land, wholesale and retail ice cream business well equipped with plenty of room for an addition of bakery and creamery products. Property 40 by 120, with good brick building in front, frame in rear. Grand opportunity for right party. Also two new modern cottages, nicely located. Address F. P., Box 362, Colfax, Iowa.

POSITION WANTED—As manager or buttermaker in a good creamery. Have had 20 years' experience in both whole-milk and gathered-cream plants. Can run all latest machinery, including refrigerating machine. Guarantee satisfaction. Can furnish best of recommendations. Can come on short notice. Will consider a relief place. Address C. F. Luethe, care Seymour Co-operative Creamery Company, Seymour, Iowa.

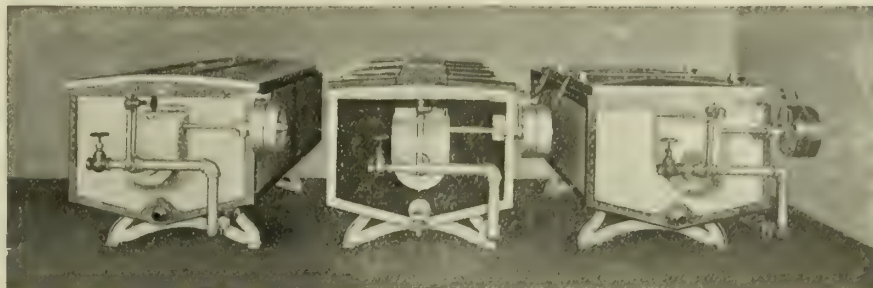
WANTED—Experienced man for creamery, one used to putting out certified milk with modern machinery and that understands the Babcock test and has some knowledge of steam engines. Permanent position for first class man with good references. Twenty miles southeast of Kansas City. Apply to F. F. Dow, Manager Dairy Dept., Longview Farm, Lee's Summit, Mo.

FOR SALE—Butter, ice cream and milk plant. Business established 15 years, in a county seat, southern Minnesota town with good shipping facilities and a good retail trade at good prices. Price, only \$2,500. It is worth twice that and a fine opening for anyone wanting such a business. Building is modern and can be bought or leased. Is central and has fine living rooms. Correspondence solicited. Address "Minnesota," care The Creamery Journal.

FOR SALE—One No. 9 1,200-gallon R. B. Disbrow churn, used only few weeks; one 600-gallon Eclipse ripener, rebuilt and as good as new; one cream test scale; one moisture torsion balance; one 4-bottle hand Babcock tester; one 8-bottle 20th Century Babcock tester; one No. 4 Ideal bottling machine; one Northey cooler, 13½ by 8 by 7½ feet; one No. 1400 Farrington pasteurizer; one 15 tube cooler. Everything in good condition and will be sold at a sacrifice price. Address J. J. Miller, care Waterloo Savings Bank, Waterloo, Iowa.

1915 Wizard Ripeners and Pasteurizers

The Multiple Feed feature is patented and is found on no other machine. It is sure in its operation and makes for quick heating and cooling.



Spiral gears are perfectly cut, resulting in a noiseless operation. They are neatly housed—oil-ing is easy.

Note Simplicity of Construction and Arrangement.

The Result of Thirty Years' Experience

For over thirty years we have been manufacturing vats for the dairy industry. Our experience has naturally taught us the essentials of vat construction, and because of this experience our various machines have always represented the very latest type. Of course, there is no special value to a machine being of "the very latest type" unless those features which make it "the latest" have a direct bearing on the increased efficiency and practicability of operation.

The new features of the 1915 Wizard Ripeners and Pasteurizers, such as the self-circulating, multiple-feed coils, the spiral gears and chain oil

bearings, the elimination of pumps and the simplicity of construction, all have a direct bearing on the efficiency of the 1915 Wizards as Ripeners and Pasteurizers. Our experience has shown us the value of these improvements, and because we know they absolutely will produce better results, we have incorporated them in our new line.

In a true sense, the 1915 Wizards are the very "latest type." We will meet with early competition and then with efforts at imitation—but there will not be a better vat manufactured than the 1915 Wizard.

ASK US TO SEND YOU DESCRIPTIVE CIRCULARS. IT WILL BE TO YOUR INTEREST TO READ THESE THOROUGHLY.

THE CREAMERY PACKAGE MFG. CO.

Chicago, Ill.
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Philadelphia, Pa.

Minneapolis, Minn.
Omaha, Neb.

Kansas City, Mo.
Waterloo, Iowa

Concerning Salt Test for Butter.

In connection with the educational scorings conducted by the Michigan Dairy and Food Department, we find that comparatively few creameries are equipped to make salt tests of their butter. The purpose of this bulletin is to describe the method used in testing butter for salt, together with a list of the necessary solutions and equipment required and the importance of its use.

In connection with our butter scorings, in the future as in the past, credit will be given for accuracy of analysis for composition (moisture and salt). The rules provide that where a buttermaker makes a moisture and salt test of his butter, his score will be computed on the theory that the analysis for composition was complete meaning that the curd will be considered 1 per cent and the balance fat. A penalty of five points on salt and 10 points on moisture is applied for failure to report results of these tests on the score given for accuracy of exhibitor's analysis. It is fully as important to know the amount of salt each churning contains, as it is to know the amount of moisture. Salt may easily vary from 1 to 2 per cent from one churning to another if only the sense of taste is used as a guide. This method of determining the salt is very inaccurate for the reason that the salt varies with the moisture. In other words, butter containing 15 per cent moisture and 3 per cent salt to the sense of taste is the same as butter containing 12 or 13 per cent moisture and 2 per cent salt. For this reason from a financial standpoint, a creamery may easily lose 1 per cent on their overrun due to improper control of the composition, meaning a loss to the average creamery of from \$300 to \$400 a year.

Apparatus required: One 50 cubic centi-

meter Burette graduated in 10th cubic centimeters (most creameries already have this in connection with their acidity test); one 25 cubic centimeter pipette, one 250 cubic centimeter graduated cylinder.

Chemicals required: A silver nitrate solution containing 14.525 grams pure silver nitrate per litre distilled water (1000 cubic centimeters); a 10 per cent solution of potassium chromate (indicator). The above described apparatus and solutions may be obtained from the regular creamery supply houses.

Sampling: Samples of a number of different parts of the tub or churn should always be taken and placed in a suitable container, then placed in water at about 100 degrees Fahrenheit. The sample should then be thoroughly mixed with a spoon. Too much stress cannot be laid on careful sampling and mixing the samples, for upon this the accuracy of the results depend.

Weighing the charge: Carefully weigh out 10 grams of the sample and after determining the per cent of water by one of the reliable methods, transfer the balance of the sample at once to a glass jar or bottle, using 250 cubic centimeters of hot distilled water from some steam pipe and thoroughly mix. After allowing same to cool for a few minutes, draw out 25 cubic centimeters and allow same to flow into an ordinary white tea cup. Add about five drops of the indicator, then fill the 50 cubic centimeter burette to the 0 mark and slowly allow the solution to flow into the sample for testing, constantly shaking or stirring same until a permanent red color appears. The solution is of such strength that one cubic centimeter represents $\frac{1}{2}$ per cent of salt. As an example, if the burette reading showed 6.4 cubic centimeter solution used, then 6.4 divided by 2, 3.20 per cent would

be the amount of salt in the sample of butter. Then if the result of the moisture test was 15 per cent and the curd 1 per cent (estimated) the balance or 80.80 per cent would be fat, and thus complete the analysis for composition. The additional time consumed to make the test for salt should not exceed five minutes. The cost of the apparatus aside from the solutions and the burette, which most creameries already have, should not exceed \$2. If a creamery is not already equipped to make this test, it can not afford to delay the matter any longer.—H. D. Wendt.

Creamery Awards Made.

Awards made at the fifth annual convention of the Oregon Butter and Cheese Makers' Association, held recently at Portland, were as follows: Class A, creamery butter, A. A. Oswald, of Hazelwood creamery, first, 94½ per cent; Samuel Olson, Jensen Creamery Company, second, 93½ per cent.

Class B, cheese, A. J. Schmelzer, of Red Clover Cheese Factory, Tillamook, first, 90 per cent; Hugh Barbor, second 89¼ per cent.

The judges were O. C. Van Houten, of the Washington Creamery Company, Seattle, and O. G. Simpson, of Oregon Agricultural College, Corvallis.

O. B. Neptune, Albany, was elected president; O. G. Simpson, of Oregon Agricultural College, secretary and treasurer.

The Minot (N. D.) Dairy Company are now in their new plant. Their formal opening was largely attended by local citizens.

The creamery at Hazleton, N. D., has been closed for the winter. It will re-open March 1st.

Oleomargarine and the Color Line

By PROF. G. L. McKAY

Through the influence of Chas. Y. Knight, ex-Governor Hoard of Wisconsin, Mr. Gurler of Illinois, Geo. L. Flanders and several other dairy supporters, there was passed, as you know, on May 9, 1902, a law regulating the sale of oleomargarine.

At that time, as now, a great deal of fraud existed in the sale of oleomargarine for butter. The friends of the dairy industry felt that if some line of demarcation were drawn between the two products this fraud could be stamped out to a very large extent, if not entirely. This line of demarcation was drawn on the color question, as it was then believed that if oleomargarine were always sold in its natural color—white or very light—the consumer would always know what he was purchasing. It was estimated that there was about 10c per pound difference between the cost of producing butter and oleomargarine. Hence, the present 10c tax was placed on colored oleomargarine and only ¼c on uncolored oleomargarine.

The unfortunate feature of that law was the use of the words "artificially colored" instead of "any shade of yellow in imitation of butter." The reason the term "artificially colored" was used was that when the measure got into the senate of the United States, the vote was so close that one man, Senator Foraker of Ohio (who has since been retired by the people), had it in his power to defeat the measure. He put the matter up so strong to Mr. Knight, Governor Hoard and others who had the interests of the dairy business at heart that he would defeat their bill unless the words "artificially colored" were used instead of "any shade of yellow in imitation of butter" that they felt it was best to concede this point. The result has been what might have been expected.

Scientists have found other means of coloring oleomargarine yellow than by the use of butter coloring substances which they claim are a part of the ingredients so today manufacturers of margarine can make their product just as highly colored as our highest shade of June butter without the use of dyes or artificial coloring. Consequently they are still making a highly colored product and avoiding the 10c tax in some places.

There has been worked up, largely through the influence, I believe, of the manufacturers of margarine, a sentiment among the laboring interests and others that the 10c is a tax on a food product. At the time this measure was passed, we did not have any agitation on the high cost of living consequently it was easier to pass a measure of that kind than it would be at the present time.

The quality of margarine being manufactured then was not of the same character as that which is being manufactured today. It was claimed that paraffine and other injurious substances were found in margarine at various times during the earlier period of its history. I would not want to say that such a condition does not exist at the present time, but I am inclined to think that it does not, at least to any great extent.

There is no use of the dairymen raising a cry that margarine is rotten and injurious to health; in fact, I think it is a mistake, either in the creamery business or any other business, to sling mud or throw dirt

at a competitor or a rival product. We must recognize this fact; that margarine is a cheap substitute for butter, and the chances are that it will always be manufactured and sold in this country as long as we continue to raise beef cattle. Hence, in passing legislation, this question must receive due consideration. It is not the strong partisan in favor of the dairy interests that passes legislation in Washington neither is it the friends in congress nor the men who have in all probability been elected by some of the large interests but it is the men who have no interest in the manufacture of butter and no interest in the manufacture of oleomargarine. Their interest is only in behalf of humanity. These are the men who control the destiny of the nation as well as the destiny of the dairy business.

I am looking for some measure to be passed at the next session of congress, as President Wilson will have practically all the important measures that he has promised his party to pass, out of the way at the end of the session now closing. The dairymen should remember that the south is practically in control of the present administration. The southern men, I believe, are absolutely honest, and I think it is a mistake to question the integrity of such a man as Congressman Lever of South Carolina—when he advocates a measure he advocates it on principle. The southern man is naturally imbued with the prejudices of the south. He may be influenced to some extent by the cottonseed interests of his own section. He knows that cottonseed oil is sometimes used in the manufacture of oleomargarine. There are certain influences that have lasting power over us. The environment of early youth and the influence of heredity implant certain prejudices in our minds that we are not able to overcome easily. As an illustration, at the present time in this great, cruel conflict that is going on between the leading nations of Europe, we find the sympathies of German-Americans (no matter how many genera-

tions back their people emigrated from Germany) enlisted with the Kaiser, and we find, on the other hand, the people of British, French and Russian extraction are hopeful for the success of the allies' arms, notwithstanding the fact that they are all citizens of this country, the finest country in the world. There is something in the blood that draws our sympathies back to the "fatherland." This is the condition in the south.

I am not personally acquainted with any of the distinguished men in the president's cabinet. I have every reason to expect that they are absolutely honest and fearless in the enforcement of the laws. In particular, I wish to compliment Secretary of the Treasury McAdoo on the excellent work he has done in the past in enforcing the oleomargarine law; in fact, I think he is the strongest secretary we have had for some time.

There are certain peculiar situations that arise at times that might seriously affect conditions if a man happened to be in office who was not a friend to the dairy and agricultural interests of the country.

I want to cite you an instance which is not generally known to the public. I do not know that it has ever been published. I did not get the facts from the party himself, but from the attorney who represented the oleomargarine interests. After the passage of the law of 1902, Mr. Jelke started importing the yolks of Chinese duck eggs. The manufacturers of margarine in Europe are using these yolks very extensively in the manufacture of their products, not only for the purpose of adding color, but because they claim it makes a better product. The Hon. James Wilson (then secretary of agriculture) got wise to this fact and issued an order prohibiting the importation of the yolks of duck eggs from China. (I understand that China does a large business in these yolks, which are purchased largely for the purpose of coloring oleomargarine.) Secretary Wilson issued this order on the ground that they were using preservatives in preserving the yolks on their passage to America. Mr. Jelke had his attorney take the matter up with the department at Washington and meanwhile they started to preserve the yolks with salt. They argued the question with Secretary Wilson from a legal standpoint and put forth every possible argument to establish their right to import the yolks of duck eggs.

There is a power invested in the secretary of agriculture, if he has a mind to exercise it, which allows him to prohibit the importation of any food product. He prohibited the importation of the yolks of duck eggs for the purpose of coloring oleomargarine yellow in imitation of butter. That was a case where the dairymen had a "friend at court."

There are two things the dairymen must insist on: First, adherence to the color line; and second, that butter must not be mixed with oleomargarine.

A great many people have a wrong impression as to why butter is mixed with oleomargarine in its manufacture. Articles have appeared in the press, stating that at certain seasons of the year, preferably June, the latter part of May and the early part of July, the packers (as we all know) buy large quantities of butter. The press states that they buy this butter in the uncolored state for the purpose of adding color to oleomargarine. There is very little truth in this statement. It is true that they buy large quantities of butter at this particular season of the year, but they buy butter then for the same reason that everybody who stores prefers buying at this time.

(Continued to page 17)



J. J. Brunner, Strawberry Point.
Secretary of the Iowa Buttermakers' Association
and buttermaker for the largest whole-
milk creamery in the country.

Marketing Butter and Cream in South

DAIRY DIVISION OF THE BUREAU OF ANIMAL INDUSTRY

Most of the surplus butter from the farm cow in the south is exchanged for groceries at the country store. On account of poor quality, unattractive packages, and irregular supply, the prices received for this butter are very low. Bulletins explaining how the housewife can make good butter and how to put it up in attractive packages may be obtained without cost by applying to the Department of Agriculture, Washington, D. C.

Purchasers of butter like to buy from persons who can furnish it the year round. Usually the market for farm butter is oversupplied during the summer season. This is because cows generally freshen in the spring and thus furnish a greater supply of butter throughout the summer, when grass and green feed are abundant, than at any other time of the year. For this reason the price of butter is lowest in summer and highest in winter. To take advantage of these conditions farmers should have their cows freshen in the fall; this would tend to equalize the supply of butter throughout the year.

In many cases no great effort is made to find a good market for the farm butter. Too often near-by grocery stores are regarded as the only market possibility. Boarding houses, women's clubs, hotels and restaurants, and private families, not only in the home towns but in surrounding towns, should be canvassed and a sample of the butter exhibited. In this way a good market for farm butter may be secured if the butter is of good quality and can be supplied regularly.

The frequency of delivery will depend upon the demand of the trade. Often the farmer or some member of his family can without inconvenience deliver the butter to the purchasers. When those who have butter to sell can not deliver it to distant purchasers they should investigate the opportunities offered by the parcel post service.

Cream obtained by running the warm whole-milk through a cream separator is a very convenient form in which to market the product of cows. Less equipment and labor are required for this method than if butter is made.

For handling cream it is necessary to have a separator, shipping cans, some appliances for heating water to wash utensils, and some means for cooling the cream.

Cream if not properly cared for is easily spoiled. Directions for taking the proper care of milk and cream are described in another circular which is sent free by the Department of Agriculture.

Since the fat is its most valuable part, cream is usually sold according to the pounds of fat it contains. For determining the percentage of fat in cream the Babcock test, which is a simple process, is used. Small samples of cream are tested and the percentage of fat shown is multiplied by the weight of the cream from which the sample is taken. For example, if a sample of cream from a can containing 40 pounds is found to test 25 per cent, the pounds of butter-fat are found by multiplying 40 by 0.25, which is 10 pounds. The persons buying the cream generally do the sampling and testing.

Hotels, restaurants, railroad eating houses, soda fountains, and ice cream manufactory offer markets for fresh, sweet cream. Such markets require a high class product of uniform quality and a dependa-

ble supply delivered at regular intervals. This makes it necessary for farmers who supply such markets to have good transportation facilities.

The market for cream within reach of the largest number of farmers is the creamery. This furnishes a constant demand for cream, whether in large or small quantities. There are three ways of getting cream to the creamery or shipping point:

1. Each farmer may haul his own cream.

2. Farmers in a community may take turns in hauling their cream

3. A man may be employed to haul all the cream regularly and each farmer may pay for this service according to the amount of cream he sells.

The third method is on the same principle as the rural free delivery of mail matter. Under this system the hauler at regular intervals comes to the farmer's door gets the cream, and takes it to the creamery or shipping point. The cream is weighed, sampled, and poured into a can in the wagon. The samples and records of weights are sent to the creamery. Routes may be established close to the creamery, and the cream delivered direct, or they may be established at distant points and the



WITH the passing of the old year and before becoming engrossed in the affairs of the new, we choose this most appropriate time to thank our friends for the courtesies and considerations shown us during the last year. May 1915 yield bountifully for you, is our wish.

Sincerely,

J. G. CHERRY CO.

CEDAR RAPIDS, IOWA

ST. PAUL, MINN. PEORIA, ILL. TAMA, IOWA

Butter Protected



Butter kept pure, sweet and clean by being wrapped in Paterson Pioneer Parchment Paper always is in greater demand and brings the best market price. Send for our free book, "Better Butter," and read it carefully.

**THE PATERSON
PARCHMENT PAPER CO.**
428th Street, Passaic, N. J.

cream delivered to a central station for shipping to the creamery. Subroutes may radiate from points on the main route and thus cream can be collected from a wide area.

In communities in which interest in selling cream is just being aroused and where there is not cream enough produced to pay for having collected each day, the cream can be kept from day to day and collected twice a week in winter and three times in summer. Where this is practiced the farmers must either use ice to keep the cream as cold as possible, or place the cans in cold water from the spring or well. Unless extra care is taken to produce the cream in the most cleanly manner, and unless it is kept thoroughly cold at all times, this method is not advisable.

The shipping of cream compels the farmer to have a separator. The cost of the separator is often discouraging to the man who has only two or three cows, and who, but for this expense, could sell a small amount of cream. This, however, need not prevent the purchase of a separator, as some companies sell their machines for a small cash payment, the remainder to be paid in monthly or bi-monthly installments. This enables the farmer to let the cows pay for the separator.

Again, in the case of several farmers living near one another, one separator, centrally located, can be used by all. The central separator offers a splendid opportunity for landowners to encourage their tenants to keep cows. Even if the tenants have only small quantities of milk, it will bring more money in the form of cream than if the milk were churned and the butter sold. Carrying the milk to the separator is also less trouble than making the butter.

In sections where cream can be marketed, routes operated in some such way as described are to be commended, provided the cream is produced and handled properly, as they enable the farmer to procure a steady cash income from his cows by providing a market at his door.

This circular is intended for distribution in sections of the south where special efforts are being made to encourage dairying in the cotton-growing sections, therefore some of the practices recommended here may not be advisable for sections where dairying is an established industry.

"Let's Get Together."

The unsettled condition of the dairy business as a whole makes it necessary for all interested in this work to get together and agree what is best to do, and then each one do his part well. The ideal place for such a meeting is at Ames during the Iowa buttermakers' annual convention January 6th and 7th. If every buttermaker in Iowa will come to Ames on these dates and get right into the discussions we will be able to improve our conditions materially. The very best part of these conventions is the discussions. Don't be afraid to ask questions or to express your own opinion. Tell us of the mistakes you have made as well as your successes.

Try to get to Ames on Monday and take in a few days of the short course, which closes the day before the convention. This makes the sixth consecutive short course I have attended and I know I will get more good out of this one than any of the others. If we can get 300 Iowa buttermakers to attend the convention and a like number of tubs of our best butter at Mason City in March, we are pretty sure who will take home the next national banner.—W. H. Chapman, New Hartford.

Special Convention Prizes.

The J. B. Ford Company, of Wyandotte, Mich., manufacturers of Wyandotte Dairy-men's Cleaner and Cleanser, will give to the buttermakers having the highest scoring butter at the convention, a 9-inch white ivory handle, sterling silver mounted carving knife, fork and steel. These pieces are made of the finest quality steel. Also one 8-inch round casserole, or baking dish, made of best Guernsey cooking ware, with nickel-plated holder.

The Milwaukee Cleanser Company, of Milwaukee, Wis., will give \$10 in gold to the buttermaker having the highest score in the whole-milk class. They will give one barrel of Milwaukee cleanser to the buttermaker having second highest score, and 100 pounds of Milwaukee cleanser to the winner of third place. These same prizes will be duplicated in the gathered cream class. To compete for these prizes, the buttermaker must be using Milwaukee cleanser at his creamery at the time of the convention, and must so state on entry blank, and the association score sheet must so publish.



Purebred Registered HOLSTEIN CATTLE

Here's growth. In 1871 the pioneers of this association held a meeting attended by six people. This year 389 members were present, and 2,864 were represented by proxies. The total membership to May 1, 1914, was 6,500—an increase of 1107 members (or 17 per cent) during the year. Since 1909 the registration of Holstein cattle has almost tripled, their average value as shown by average prices at auction has increased nearly \$100 per head. This remarkable showing has been made on the absolute demonstrated merit of the breed.

SEND FOR FREE ILLUSTRATED DESCRIPTIVE BOOKLETS

The Holstein-Friesian Association of America
Box 190, Brattleboro, Vt.

BROWN & ROOT CO.

Wholesale Dealers & Jobbers in

Butter, Eggs and Cheese

165 & 167 Reade Street, NEW YORK

References—Irrving National Exchange Bank; Dunn & Bradstreet.



T. E. Culp, Lincoln, Neb.
Instructor of Starter Making at the Ames
Short Course.



R. E. Clemmons, Burt.
President Iowa Buttermakers' Association.



J. J. Ross, Iowa Falls.
One of the Official Butter Judges at Ames.

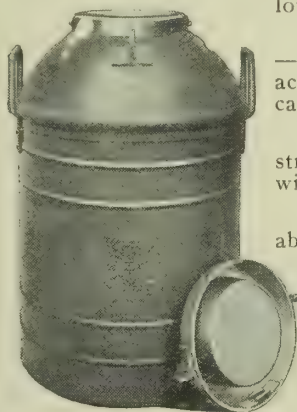
MR. W. H. CHAPMAN

*One of Iowa's leading authorities
endorses the*

Sturges Refrigerator Can

The Sturges Refrigerator Milk Can holds its contents for hours at practically the same temperature at which it was put in. That's why it makes a dandy starter can.

It prevents spoilage in extreme hot weather shipments—and prevents freezing in very cold weather. Exhaustive tests have proved it twice as good as the felt jacket—and it requires no icing. It is revolutionizing long haul cream shipments.



The savings in effects in preventing spoilage—in icing—in preventing contamination (it is actually air tight and germ proof)—pay for the can in a few shipments.

And the Sturges Refrigerator Can is the strongest, most durable milk can ever built—it will outlast three ordinary cans.

There are many interesting things to be told about the refrigerator can that offers the only safe, sure and sanitary way of shipping milk and cream. Just ask for Booklet No. 16-X. You may find it profitable as well as interesting.

STURGES & BURN MFG. CO. 508 S. Green St., CHICAGO, ILL.

The following opinion from Mr. W. H. Chapman, of New Hartford, Iowa, will carry weight in proportion to the degree to which you know the man and his unusual attainments.

Beaver Co-operative Creamery Association

NEW HARTFORD, IA.

Oct. 30th, 1914.

Sturges & Burn Mfg. Co.,
Chicago, Ill.

Dear Sirs:

I wish to state that the STURGES REFRIGERATOR CANS I bought of you the early part of this season, have done all you claim for them.

We have saved enough on one of our sweet cream customers to more than pay for the number of Cans used to handle his business.

I have been using them to set my commercial starter in, and they are almost worth their weight in gold for that purpose. The starter will be the same temperature the next morning as when it was set the day before, regardless of weather conditions.

I believe a great many Creameries would buy them for this purpose if their advantage was brought to their attention through the Creamery Papers.

Sincerely yours,

(Signed) W. H. CHAPMAN,
Buttermaker and Manager Beaver Co-operative Creamery Co.

(Mr. Chapman is Vice-President of the Iowa State Dairy Association.)

Ohio Dairy Statistics.

The agricultural committee, of Ohio, has recently gotten out a neat pamphlet containing statistics of Ohio creamery establishments. Ohio has 188 butter factories, five of which are co-operative, 128 stock companies and 55 individual. The total number of patrons is given as 73,184, who milk 891,112 cows. There is \$2,097,575 invested in creameries and the total production last year was 38,510,129 pounds. Besides the 188 creameries, there are 97 cheese factories, 19 condensaries, 53 skimming stations and 235 milk plants. The state dairy commission is made up of the following: S. E. Strode, commissioner-in-charge; B. S. Bartlow, chief of division. The chief dairy inspector is Harry S. Mesloh, who is assisted by the following inspectors: Clinton K. Nixon, Daniel B. Wagner, Chas. A. Pontius and Thomas C. Ganet.

Official Butter Judges.

The butter entered in the Iowa convention contest was scored by J. J. Ross, of Iowa Falls; F. L. Odell, Algona; P. H. Kieffer, New York; Howard Reynolds, Mason City; Elmer J. Reed, Manchester, and H. C. Stendel, Scarville.

M. R. Tolstrup, of Ames, is superintendent of the butter exhibit.

Announcement.

The Creamery Package Mfg. Co., of Chicago, is announcing the opening of a branch house at San Francisco, Cal., January 1st. They will carry a full line of C. P. machinery, and are now ready to handle all orders promptly.

Greetings From Philadelphia!

Established 1870

A. F. Bickley & Son

WHOLESALE DEALERS AND JOBBERS

BUTTER

520-22 N. 2d St.

Philadelphia

Established 1846

Nice & Schreiber Co.

COMMISSION MERCHANTS

Butter, Eggs and Cheese

8 So. Water St.,

PHILADELPHIA

32 Years Selling Butter

Crawford & Lehman

No. 31 South Water Street

PHILADELPHIA

Refer your banker. Creamery Journal

Established 1899

A. J. M. Murdoch & Co.

BUTTER

No. 39 South Water St., Philadelphia

TOP VALUES PROMPT SALES QUICK RETURNS

Fifty-four Years Old



WHAT WE WANT:
Use Our Stencil Every
Week.

The Atlantic & Pacific

Jersey City, N. J.

We Are Continually Growing

We have recently added more stores to
our business, making

900 STORES

that we have to keep supplied—we must
have more Fancy Butter

RIGHT NOW

Our TOP NOTCH PRICES will net you
more for your butter than you are now
getting, and in that way you will

GROW WITH US!

Our Stencil is Yours for
the Asking.



Always Progressive



GUS LUDWIG, Manager

Will attend the Iowa Buttermakers' Con
and corn

See That Your Next Shipment is

If You Are Shipping to Chicago, Get in Touch W

Great c Tea Company

Chicago, Ill.

Thoroughly Reliable



A Trial Shipment Means
More.



At Your Service

**OUR
Capital—Capacity—Con-
servatism**

and the most perfectly organized
sales forces.

No middleman's profit to deduct.
Your Butter sold direct to
the consumer.

Give us your next shipment.

We Guarantee Satisfaction.

*Butter and Cheese Department,
Attention at Ames. We solicit your shipments
in confidence.*

Write to Us at JERSEY CITY, N. J.

Mr. F. J. L. KOLB, Manager of Our Chicago Branch

Full Weights, Quick Re-
turns Our Specialty



Strong Financially

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa by

FRED L. KIMBALL COMPANY

John Andrews, President Hugh G. Van Felt, Vice-President
A. E. Haswell, Secretary E. R. Shoemaker, Treasurer
Wisconsin Representative: Verne S. Pease, Baraboo, Wis.

DEVOTED TO THE CREAMERY INTERESTS OF THE UNITED STATES.

E. R. SHOEMAKER - - - - Editor
E. T. SADLER - - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, 50c per year. In Canada, 75c per year. In all other countries in the Postal Union, \$1.50 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, JANUARY 1, 1915

COMING CONVENTIONS.

Iowa Buttermakers' Association, Ames, January 6th and 7th. J. J. Brunner, Strawberry Point, secretary.

Illinois State Dairymen's Association, Springfield, January 14th, 15th and 16th. Geo. Caven, 136 W. Lake street, Chicago, secretary.

Minnesota State Dairymen's Association, Owatonna, January 19th to 22d. F. D. Currier, Nicollet, secretary.

Wisconsin Buttermakers' Association, Fond du Lac, February 2d, 3d and 4th. G. H. Benkendorf, Madison, Wis., secretary.

National Creamery Buttermakers' Association, Mason City, Iowa, March 9th, 10th and 11th. Martin H. Meyer, 1011 W. Washington Ave., Madison, Wis., secretary.

Alfred W. McCann, a writer of considerable ability (and a gold digger) came out in a recent issue of the New York Globe with a scathing recitation about butter. He exhausted every word in his vocabulary saying mean things about butter. And the way he praised oleomargarine! It costs money for such big words. McCann is very similar to the story: In a crowded street car a preacher stepped on a little boy's toes, and the kid promptly said something naughty. The minister said: "Little boy, I'll give you 10c if you promise never to say that again." The boy collected and rang up the dime. Close by stood a Minnesota buttermaker. Some one stepped on his foot, and he said to the preacher: "I've got words on the end of my tongue that are worth \$2 per." McCann was smooth enough to make his definite statements about renovated butter, but he composed it in such a way that the audience thought he meant creamery butter

when he told about "carloads of butter, which becomes so rotten, rancid, mouldy and skippered." He exposed his hand, however, at the conclusion of his high-priced essay, by recommending one particular brand of oleo. And he says he's going to publish a series of articles on the merit of said brand. And the New York Globe doubtless pays him a big salary, too. There must be an enormous profit in "the poor man's butter" in order to pay million-dollar fines, hire \$2-per-word newspaper writers and buy the influence of the New York Globe.



Inquiries among the receivers would seem to indicate that the situation in regard to the observance of the new federal net weight law which is now in force is becoming more common, and while representatives of the department of agriculture are still on the scene looking after the interests of the government, most of the butter coming to the market is properly marked. Receivers commended the attitude of The Creamery Journal in warning creamery managers and other shippers of butter to the Chicago market of the dangers they are risking in not properly stamping the net weight on butter. There have been few violations during the past two weeks, at least in butter shipped from regular shippers to the large receivers in Chicago. Of course, odd lots are constantly coming to the market which are not marked, or marked in the proper manner, but it is the hope of the federal authorities, who are working in co-operation with the commission men of Chicago, to impress upon the large creameries the necessity of observing the new law. It is then believed that the smaller shippers will follow suit and if they do not then it will be the business of the government to see that they do, or suffer the penalty which will be rigidly enforced after the first of the new year.



If the claims of certain men are true, the dairy industry has been losing millions of dollars every year through the medium of skim-milk. These certain men have a process which they claim will remove 25 per cent more butter-fat from milk than the Babcock or chemical analysis show the milk to contain. In other words, they claim there is 25 per cent more butter-fat in milk than was ever known to exist heretofore. Nowadays, we would not say that this is impossible or even improbable.



It's a good thing to turn over a new leaf and start the year out with a clean sheet, but there are so many old leaves soiled so badly that it shows through on the new page.



The expenditures of a certain association were recently called "disturbances" by its secretary, which is a very apt term for paying out money.



A great deal is being said nowadays about neutralization—of cream and opinions regarding the European war.

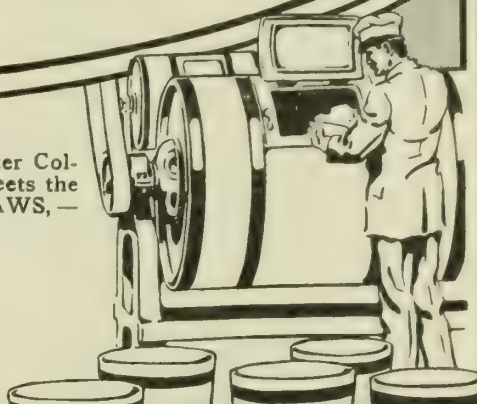
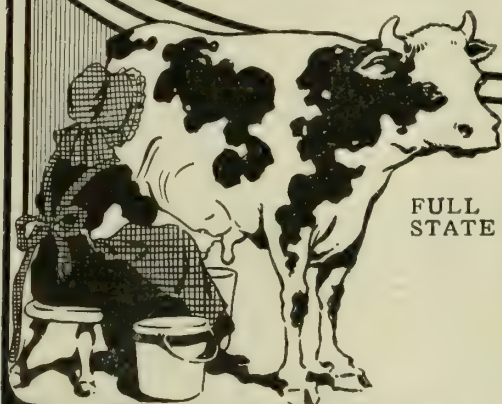
Make Butter on a Business Basis—Color it with Dandelion Brand Butter Color

which gives the price-increasing golden color. Your Grocer can supply you with it.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

Nebraska Short Course and Conference.

Beginning January 18th at 8 a. m. and continuing for two days, the dairy department of the University of Nebraska will offer a short course and general conference on cream grading and cream testing. The work has been so arranged as to close just before the opening session of the State Dairymen's Association meeting, January 20th and 21st, thus giving those who may so desire a chance to attend these splendid meetings.

During this course special emphasis will be laid on work of direct interest to the people who are buying or grading cream. In addition to the regular dairy staff of the university, arrangements have been made for the assistance of some of the most practical cream graders in the middle west. Special instruction will be given in the grading of cream and the general handling of milk and cream from a sanitary standpoint. Special work will also be given in the use of the Babcock test and the various tests used for acidity in cream.

This course is especially planned to benefit all field, station and creamery operators and superintendents. As the university can handle only a limited number in this special course, it is suggested that all interested arrange for this course at the earliest possible moment. Full information and particulars can be secured by writing Prof. J. H. Frandsen, Dairy Department, Lincoln, Neb.

Examination for Licensed Testers.

The dairy department of the Purdue University Agricultural Experiment Station will continue to hold its monthly examinations for milk and cream testers' licenses. The next one is scheduled to be held at 8 a. m. Monday, January 4, 1915, at Smith Hall,

Purdue University's new dairy building, W. Lafayette, Ind.

The department has prepared for free distribution two circulars, numbers 41 and 42.



W. H. Chapman, New Hartford.
Special Instructor at the Ames Short Course.

which explain the Indiana creamery and tester's license act, and also information concerning the Babcock test.

Subsequent examinations will be held on the first Monday in each month, in order to accommodate those desiring to become testers.

Instructive Booklets.

The J. G. Cherry Company, of Cedar Rapids, Iowa, have just gotten out two very valuable booklets which they are mailing out to any one asking for them. One is entitled "Modern Methods for Perfect Pasteurization." It is an illustrated treatise expounding the merits of the Perfection Positive Pasteurizer. The other booklet is on "Butter-milk." It treats on the subject of manufacturing butter-milk and explains the workings of the Cherry butter-milk machine. Anyone who is interested in pasteurization or butter-milk should write at once for copies of these booklets.

A complaint against the express classification of cream as applied by the Adams, American, Canadian and Dominion express companies has been filed with the Interstate Commerce Commission at Washington by the Fairmont Creamery Company, of Buffalo, N. Y. It was pointed out that when cream is shipped over the lines of but one express company it is classified as second-class and rates are applied accordingly. When it is necessary to ship jointly over the lines of two express companies in order to reach a specified point the first-class rates are applied. It was alleged that such classification is unreasonable.

The new co-operative creamery at Hood River, Ore., is now in operation. F. W. Bluhn is buttermaker.



Above is the proposed design for Iowa brand butter. Nothing definite regarding this brand will be decided upon until the time of the state buttermakers' convention at Ames, January 6th and 7th. It is the aim of Commissioner Barney to adopt a trade mark that can be used to the best advantage of all interested. This mark is submitted for criticism and change.

Short Course at Purdue.

The creamery short course administered at Purdue University, Lafayette, Ind., commences January 18th, 1915. Its purpose is to train young men in the science and practice of creamery buttermaking, creamery management, milk and cream testing, ice cream making, creamery repairs, and to equip them with a practical knowledge of the chemistry and bacteriology of milk and dairy products.

Creamery buttermaking is taught by laboratory work and lectures on all phases of value to the buttermaker, from the receiving platform to the packing room; the sampling and grading of cream; acidity tests; neutralization; starters; pasteurization; churning with different makes of churns; moisture control and moisture and salt tests; creamery refrigeration and farm and factory separators.

Creamery management deals with practical systems of creamery accounting and bookkeeping, the management of the aprons, creamery supplies and cream markets.

Milk and cream testing gives a knowledge of the science and practice of testing milk and cream with the Babcock test and with the lactometer. Special attention is given to prepare him for the examination required in order to secure a tester's license.

In the course of creamery machinery and repairs the student is taught the handling and operation of boilers, steam engines and the ammonia compressor; pipe fitting, soldering, packing, stuffing boxes, removing, and replacing bearings, belt lacing and the lining up of pulleys and shafting.

In ice cream making instruction is given in the preparation of the mix, the operation of different types of freezers, the calculation of the swell, and the testing of ice cream for butter-fat.

Dairy chemistry deals with a study of the chemical composition, secretion and properties of milk, its various ingredients and their relative commercial value.

Dairy bacteriology deals with the ferments of milk and their action, the production of sanitary milk, the propagation of starters, and the relation of germ life to the flavor and keeping quality of dairy products.

For those students who desire specific instruction in milk production a separate course in farm dairying is recommended, which also begins January 18th and lasts eight weeks.

The creamery course is administered in the new dairy building which is equipped throughout with the most complete and modern line of equipment along all lines of creamery work.

New York Educational Scoring.

The December scoring was held on the 18th. Eight samples of butter were received of which six scored 90 or above. The following is the report with the exception of two packages with which the request came that there should not be a published report.

Seven Gates Farm, Geo. Gullock, buttermaker, N. Tisbury, Mass.....	95
Glenn Harter, Skaneateles	90.5
I. A. Cook, Ithaca	93
R. R. Steacy, Ithaca	94

Owatonna Next!

The annual convention of the Minnesota State Dairymen's Association will be held at Owatonna, Minn., January 19th to 21st.

The secretary has prepared a splendid

program with the best talent obtainable. The Commercial Club of Owatonna and the dairymen of Steel county have made arrangements to entertain the visiting members in a manner that will make them want to come again.

Everybody knows that Owatonna is a good convention city and in the heart of the dairy district of southern Minnesota. Everybody is urged to come and help make this convention a record breaker. This means you.

The new creamery at Ft. Madison, Iowa, is now in operation. It is owned by J. W. and P. K. Peters.

Williston, N. D., has a new creamery.

New Year's Butter

New Year's Butter is not a new brand, but a butter made according to quality principles and in line with the best resolutions of the buttermakers.

The New Year should show an increase in the amount of Quality Butter being sold. It should also show that each individual buttermaker is doing his best to make 1915 butter, better than that made last season.

Good butter is not made with poor salt. The buttermaker intent upon making a better showing this year than last should look well to the kind of salt he uses. He will find of interest our pamphlet, "Something About Salt." It explains in plain English the effect of salt in butter and also contains information every person interested in the making of Better Butter should have. A Postal Card will bring it.

Diamond Crystal Salt Co. ST. CLAIR, MICH.

WM. S. RASMUSSEN
708 Newton St.
Albert Lea, Minnesota

Representatives:

E. S. MEYER
513 Cedar St.
Burlington, Iowa

J. C. GUTHRIE
Box 513
Waterloo, Iowa

Oleomargarine and the Color Line

(Continued from page 8.)

Now why does the public prefer butter made at this season of the year? They prefer this butter because it contains higher flavor than butter made at any other time of the year, and that is the identical reason why the packer buys his butter at this particular time. The packer buys butter for two purposes—he can store the butter and sell it as other dealers sell it, or he can mix it, in certain quantities, with his oleomargarine. And he mixes it with oleomargarine largely for the purpose of getting flavor. In other words, the packer prefers butter made in this period because it contains more of the volatile fatty acids than does butter made at any other period of the year.

The volatile fatty acids are supposed to be the most nutritious part of butter. They are the quality in butter that give it its natural flavor. We call this palate flavor, are the quality in butter that gives it its selling value over all other fats. The percentage of volatile fatty acids in butter at this period is about 8 per cent or higher than at any other time. On dry feeds and as the cows advance in the period of lactation, the percentage of volatile fatty acids decreases, consequently the flavor of butter is not as good, and particularly is this noticeable in the winter. Succulent food is favorable to the increase of volatile fatty acids.

In talking recently to a chemist from one of our leading oleomargarine factories, I made the statement that butter was used for one purpose in the manufacture of oleomargarine, and that was to add the volatile acids to margarine to give the product a butter flavor, and he said I was correct, that it was used for no other purpose, that they could get other ingredients to give color which were cheaper than butter. Now, oleomargarine does not contain any volatile fatty acid except what comes from the milk or butter used in its manufacture. If margarine were made without the addition of butter, it would taste very tallowy, or very much like grease or lard. Hence, the best grades of oleomargarine contain a high per cent of butter.

The late Mr. Wilder, in his book "The Modern Packing House," gives in the formula for producing the best grade of oleomargarine, a recipe which calls for 25 per cent butter, in addition to cream.

Now, the mixing of these products is absolutely wrong. I do not know whether I would take the extreme stand that Dr. Wiley took in a letter to me (which he stated I might make public if I wished), that is, that he would prohibit the mixing of butter, milk or cream, in any form, in the manufacture of oleomargarine, and that he would prohibit oleomargarine manufacturers from using any terms suggestive of butter, such as Jersey brand, Holstein brand or Guernsey brand—then, he says, if they can manufacture a cheap substitute for butter, it is their privilege to do so. He is against the tax proposition, and I might say he is opposed to the use of artificial coloring in any food products.

I would prohibit the mixing of butter with oleomargarine in its manufacture. It was claimed—I think by Judge Jelke in Washington—that they could not manufacture oleomargarine unless they had milk, at least for emulsion. This is not strictly true, however, as I visited a large factory in Scotland, where they were making margarine and butter in the same building. The manager told me that they used neither butter, milk nor cream in its manufacture.

The quality of the product they were making, however, was not the quality of the margarine manufactured in this country. It was, as might be expected, tallowy or lardy to the taste, and it was not difficult for anyone to detect the difference between it and butter.

If we mixed margarine in any form in the manufacture of butter, it would become adulterated butter, and the dairymen should insist that whenever butter is mixed with margarine the product should be branded as mixed butter and margarine, or adulterated butter.

Some of their representatives down in Washington tell us that oleomargarine is better than butter. If it is better, then why

do they want to mix the two products? We have no desire to mix their product with ours.

In my work in Washington, in talking with congressmen and senators, I have found a stronger sentiment against the mixing of these two products than against the coloring of oleomargarine yellow in imitation of butter. It is a pretty hard matter to convince an unprejudiced person—senator or congressman, and especially if he is from the south—that a dairyman is justified in coloring his product at certain seasons of the year when the oleomargarine manufacturer is prohibited at all seasons from doing this. When men, as I stated before, have no particular interest in either

PEACE HAS ITS VICTORIES COLONIAL WINS AT WATERLOO

When the Iowa State Dairy Association Convention met at Waterloo, the second week of October, there were many fine samples of expert buttermaking on exhibition.

There were also many exhibits of butter salted with high grade salt. Not a well-known brand of salt was missing when the roll was called.

In a single exhibit of butter made by our old friend A. J. Anderson, of the Otisco Co-operative Creamery Co., of Otisco, Minn., there was combined the well known skill of this hardened medal winner's buttercraft and just the right proportion of

Colonial Salt 99.7% Pure

The courtesy of the Iowa judges was not to be balked by the fact that Friend Anderson was not a resident of the state. His exhibit was awarded a complimentary score of 97½ per cent, outclassing other exhibitors at the show.

High scores in Iowa, as in New York and other states, have a habit of singling out butter salted with Colonial Salt. There's a reason. If you would know it let us send you a sample of

The Salt That Melts Like Snow-Flakes and
Dissolves Like Mist.

The Colonial Salt Company

Chicago
431 So. Dearborn St.

Akron
Ohio

Buffalo
D. S. Morgan Bldg.

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry**GEO. M. BAER & CO.**References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.**25 South Water Street
PHILADELPHIA**

of these products, it is hard to convince them. You can convince them, as I have just said, that the two products should not be mixed, and you can convince them that the oleomargarine manufacturers should not apply such terms as Jersey brand, Holstein brand and Guernsey brand to his product, but it is much harder to convince them on the color question.

Of course, whenever this question is brought up the friends of oleomargarine immediately raise the cry that the dairy people want to put the margarine people out of business and to form a great trust that will drive butter up to 50 or 60c a pound. We know that there isn't anything in this argument but it has some influence with the men "in the middle of the road."

As I have said before, we must recognize that people have the right to manufacture oleomargarine, and the only way in which we can rightfully oppose them is to prevent them from mixing our product with theirs and to prohibit them from coloring their product yellow to resemble butter.

I do not think that the dairy states have taken this matter of oleomargarine legislation seriously enough to heart. Our manufacturers figure that they have a dairy union which is supposed to be looking after their interests in Washington and most of the members of this association place a lot of confidence in the American association doing their work in Washington. But this is not sufficient. The fact that I am a paid secretary detracts in a measure from my usefulness as your servant in Washington. As Mr. Jelke said in an argument with me in the New Willard Hotel just after we had succeeded in defeating their measure—he was very angry at the time—"A few paid secretaries or hirelings were down there working against their interests," and as he put it, "trying to drive them out of business." I asked him what he supposed the dairy producers and grangers were doing at the hearings at Washington. This he could not answer.

The strong factor in that fight that enabled us to defeat the Lever bill and the Burleson bill—particularly the Lever bill—was the grange organization which came to the rescue at the proper time. The

American association, of which I have the honor to be secretary, played a very important part in that campaign or in that contest, for which it has never received any particular credit in the press. At one stage of that contest when the Lever bill was before the agricultural committee and everybody expected that if it was voted out of the committee it would pass the house by a two-thirds majority, some of the officers of the Dairy Union thought the bill would pass the agricultural committee in an hour.

A committee of three representing the American Association of Creamery Butter Manufacturers arrived in Washington at the critical moment. That committee was composed of Judge Hainer of Lincoln, Neb., H. R. Wright of Des Moines, Iowa, and the secretary of the American association. We were accompanied by Mr. Walker, vice-president of the Dairy Union, and he was at that time a member of this association. On the road to Washington we prepared some 50 odd telegrams which were sent to the dairy departments of the agricultural colleges and to the dairy commissioners and prominent dairymen in the different states, asking them to wire two of their prominent dairymen in the congressional district with a request that they in turn get in touch with their congressmen immediately as the dairy interests were threatened by obnoxious legislation. In addition to sending out these telegrams, we got a number of our congressional friends together and discussed the situation with them. The result was that with the co-operation of the grange we succeeded in getting a postponement of the hearing for two weeks. During those two weeks, the Grange brought in delegations of farmers from the east and the central west to such a number that the democratic party (who were then in power as now) became alarmed. One day the chairman of that committee took me by the arm and walked outside with me and said: "This measure cannot pass; we cannot afford to let a measure of this kind pass at the present time, as it would have a terrible effect on the farmers of the country."

Now it is the farmers, much more than the paid secretaries, who are going to in-

fluence legislation. In a measure, a paid secretary can help by putting the importance of this question before the farmer, so he will realize how important it is to his interests to defeat such legislation, and he in turn must use his influence with congressmen.

There should be in every dairy state of this Union an anti-oleomargarine organization and at the proper time each state should send a delegation to Washington—whether it is composed of one, two or three members is immaterial—to appear before the proper committee. Men thus delegated will have a great influence in bringing about favorable legislation.

The dairymen, as stated previously, cannot expect radical or obnoxious legislation. The present proposed dairy bill calls for 1c a pound tax on oleomargarine. I have some friends in the senate and in the house with whom I have talked on this subject who are opposed to any tax on oleomargarine. A cent a pound tax is an increased tax, because the present law carries with it a tax of $\frac{1}{4}$ c a pound, therefore we are demanding that oleomargarine should be sold in its natural color, white, but are increasing the tax $\frac{3}{4}$ c.

A prominent senator, one of the leading senators of the United States, argued with me in this way. He said, "Now, Professor, what objection have you to taking the tax off margarine entirely? If we can pass some law prohibiting manufacturers of oleomargarine from coloring their product yellow in imitation of butter, why do you insist on a tax on oleomargarine?" I answered: "Mr. Senator, for the simple reason that if we did not have a tax on oleomargarine it would be taken from the Internal Revenue Department entirely and placed under the Department of Agriculture, and the Department of Agriculture does not have the police power for the enforcement of a law of this kind." The temptation to practice fraud is so great that I do not believe the law could be properly enforced under the Department of Agriculture. Besides that, the tax as a revenue proposition, I am inclined to think, makes such a law constitutional.

We should not want a tax higher than $\frac{1}{4}$ c and I would even favor reducing it if necessary to $\frac{1}{8}$ c, but I would prevent oleomargarine manufacturers from mixing butter with their product and I would prevent them from coloring it in imitation of butter.

In summing up this matter, I would say that three amendments would make our present law one of the best laws that could be written.

First, I would change the words "when artificially colored" and use "when colored to any shade of yellow in imitation of butter" and make it subject to a 10c tax.

Second, limit the amount of butter used and prohibit the use of any names that would indicate the product was made from herds of dairy cattle, such as Jersey brand, Holstein brand or Guernsey brand.

Third, the product should be sold in the original package.

With the above changes in our present law, I don't think it could be improved.

Before closing, I would say to the dairy professors who are here today and to the creamerymen, whether members of the American association or not, it is your duty to organize for self protection, those in your respective states who are directly interested in the price of butter, that is, the farmers, and when the proper time comes I am sure the American association will do everything in its power to aid in the passage of sane and practical legislation that can be enforced as protection to the dairy products of this country.

W. O. SAXTON & CO.**Butter and Eggs****174 Duane St., NEW YORK****Ship Us and
Compare Results**References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.**D. E. Peterson Co.****SPECIALISTS IN BUTTER****23-25 South Water Street, PHILADELPHIA, PA.**

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal.

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

New Year Greetings

1915

1915

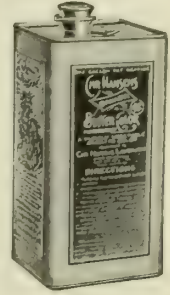
To our many loyal friends throughout the land we herewith give our sincere thanks for past patronage; wishing one and all a most prosperous new year and personal happiness.

Anticipating your continued patronage we remain with well wishes

Chr. Hansen's Laboratory

BRANCH OFFICE:
120 Jefferson St., Milwaukee, Wis.

LITTLE FALLS, N. Y.



Greetings to Iowa Buttermakers

From the Old Reliable House

Established 1827—Eighty-eight Years Ago

WE EXTEND to you our heartiest wishes for a Prosperous and Happy New Year. We congratulate you on the good work you are doing for your state, and thank you for the business given us in the past. Our list of satisfied shippers is growing larger every year, and we want you to remember us when shipping to Chicago or New York.

HUNTER, WALTON & COMPANY
Butter, Cheese and Eggs

NEW YORK, 164-166 Chambers St.

CHICAGO, 33-35 West Kinzie St.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

GEO. M. RITTENHOUSE

SAMUEL BINGAMAN

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GEO. M. RITTENHOUSE & CO.

154 Reade Street, NEW YORK

BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Wisconsin December Butter Sets High Mark

The creamery owners and operators are taking a more active interest in the exhibition work conducted by the dairy department, College of Agriculture, University of Wisconsin.

The scoring exhibition work has been in operation since May, 1907. With the exception of the first year there was never a greater interest shown in this work than at the present time. This statement is not based entirely upon the number of exhibits, but in part upon the interest manifested by the exhibitors and the special requests for aid in improving the quality of the butter.

In point of numbers the December exhibit is the largest received at Madison since August, 1911, and for a fall exhibit it is the largest since the first year. In the past the smallest number of creameries have exhibited butter during the fall and winter months, because it is the unfavorable season of the year for making butter. In October and November the farmers are very busy collecting and storing the season's crops, hence dairying is neglected. In point of total production it is almost at its lowest mark in December.

Quality of Butter Good.

An average score of 92.76 was placed on the 97 exhibits scored at Madison December 7th and 8th. This score is equal to the high mark for the month of June. A large number of exhibits were of fine quality. A high per cent of the butter, however, was of average grade and represented the kind made from cream skimmed on the farm and collected or delivered two and three times per week.

Creamerymen everywhere are putting forth a greater effort for the improvement of the quality of cream and the placing upon the market of a good grade of butter.

Not long ago the writer visited several

factories that are making good butter. Every one of these men felt that in his factory an improvement could be made for the coming year.

One of these men writes: "We have found a better market for our product and in order that we may be able to make good butter during the winter months, we will receive cream three times instead of twice per week as in previous years." Other factories are going to follow the same plan. The manager of another factory stated: "Last year the quality of our butter was lowered when we changed from three to two deliveries per week." Recently the owner of a creamery made a personal visit to Madison in order that he might get in closer touch with the dairy school and its work. He stated: "The commission firm has notified us that unless the quality of the butter is improved they cannot handle it for their regular trade." At this factory little, if any, special attention has been paid to the quality of the raw material.

Buttermakers Present at Scoring.

Four different creamerymen were present at Madison to see their butter scored and also to have the opportunity of comparing its quality with the output of other factories. No one can place definite value upon this lesson to a buttermaker, not only the observation as to the various flavors found in butter, but the closer study of those factors that influence body, color and the salt. Very few men realize the importance of placing upon the market butter that has a body that will hold its brine reasonably well. Nearly every month a few tubs of butter are scored that have a very leaky texture—the lower one-third of the tub is saturated with brine. One lot of leaky butter was packed in a paraffined tub, hence, when the net weight was obtained by removing the tub and placing the butter on the scale a great deal of free brine was visible. Not long ago fully 20 per cent of the butter in a commission

firm's cellar was leaky. In the past not enough attention has been paid to this phase of buttermaking. One commission man stated: "Last year we placed the output of one factory in storage during the early summer, and to our surprise, the butter lost in weight to the extent of two pounds per tub."

Convincing Evidence.

At times factory operators send to Madison two lots of butter representing two different grades of raw material. This is done to substantiate the statement that it takes good raw material to produce good butter.

Comparison No. 1.—The cream obtained from 10,850 pounds of milk and 100 pounds of sweet, clean-flavored patrons' cream, was placed in one ripener and pasteurized or heated to a temperature of 148 degrees. After holding for 20 minutes the cream was cooled to 70 and 28 gallons of starter added and ripened for three hours. Score at Madison 95.75. Score by the buttermaker 95.

The balance of the cream, 1,535 pounds, two to four days old received on the same day was not heated but 25 gallons of starter was added and the cream ripened as in the other lot. Score at Madison and by the buttermaker 92.5.

Comparison No. 2.—Nothing but good cream in sweet condition is received at this factory and the difference in the score of the two lots of butter was not the patrons' fault.

On Wednesday, December 2d, some 3,243 pounds of cream was received by 10:30 a. m. Some 200 pounds of this cream after adding starter, was ripened for three hours and then cooled and churned three hours later. The balance of the cream was held in the ripener until Friday and the cream received on that day was not mixed with it.

Score on the butter by the buttermaker: Sample No. 1, 95 to 96, at Madison 95. Sample No. 2, maker's score 93 to 94, and the Madison score 92.75.

Comparison No. 3.—Sample No. 1 was made December 3d and sample No. 2 December 4th, both lots from whole-milk delivered in good condition. Twenty per cent of starter was added and the cream churned the following day. Score at Madison, sample No. 1, 95.25; No. 2, 95.

Sample of butter marked No. 3 was made from cream four days old. When delivered it was heated to a temperature of 70 degrees and a good starter was added. Sample No. 4 was made from cream three days old, heated to a temperature of 140 degrees. After holding for 30 minutes it was cooled to 68 degrees and starter added.

The churning condition and the starter used in all the cream was the same. Score on sample No. 3, 91, and for No. 2, the score was 92. The cream for sample No. 1 was one day older than for No. 4.

The next scoring will be held the second Monday in January. Every exhibitor this month should plan on having a tub at Madison.—C. E. Lee.

JOHN H. FICKEN

CARL H. ZINN

FICKEN & ZINN

331 Greenwich St., NEW YORK CITY

Wholesale Dealers

Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

Refer by Permission—Citizens' Central National Bank, Century Bank, New York City; People's National Bank, Hackensack, New Jersey; First National Bank, Ridgefield Park, New Jersey.

The Creamery Journal has received a most attractive calendar from the Farmers' Co-operative Creamery Company, of Pelican Rapids, Minn. M. Sorenson is the live manager. The calendar bears the picture of the creamery, the names of the officers and directors, and the reminder that "The Perfection of Quality Remains Long After the Price is Forgotten." It pays other businessmen to advertise, and without question an investment in some good calendar is profitable. The calendar should, however, pertain to the home institution.

The Leaf River, Ill., creamery has been sold to Ray Brothers and N. Stephenson, of Dundee.

The Indiana State Dairy Association Meeting

The Indiana State Dairy Association will hold its annual meeting, January 14th and 15th, at Purdue University, Lafayette, Ind.

This will be the week of the farmers' short course (January 11th to 16th). Why not plan to take a vacation at that time and spend a week at Purdue or at least two days, January 14th and 15th? There can be no doubt that it will be time and money well spent, and that you will learn something that will make your business more profitable. I know you will enjoy being there. Doesn't this program look interesting?

Thursday, January 14th.

9:15-10:00—Inspection of Smith Hall.
10:00—Address of Welcome, Prof. O. F. Hunziker, Purdue University.
Response—C. B. Benjamin, President Indiana State Dairy Association.
10:45—"The Dairy Breeds at Home," C. R. George, Purdue University.
1:00—"Selling on the Basis of Quality," George Hine, Dairy Commissioner of Kansas.
2:00—Discussion, G. F. Ogle, Purdue University.
2:30—"Disease Control on the Dairy Farm," Dr. D. V. Clark, Purdue University.
3:30—Discussion, Dr. S. P. Scherer, Fisher's Station, Ind.

Friday, January 15th.

9:15—"Business Methods for the Dairy Farm," H. J. Lehman.
10:15—Discussion, P. H. Crane, Lebanon, Ind.
10:45—Business Session.
1:00—"Feeding for Milk," Prof. J. J. Hooper, Lexington, Ky.
2:00—Discussion, W. C. Mills, Mooresville, Ind.
2:30—"Dairying and Soil Fertility," J. C. Bearers, Purdue University.
3:30—Discussion, J. S. Bordner, County Agent, South Bend, Ind.

Butter Scoring Contest.

If you make dairy or creamery butter, why not send an entry to the scoring contest? You may win a cash premium and a good score will help the sale of your butter. If your score isn't good it will not be published and you may learn where and why your butter is lacking in quality.

The following premiums are offered:

Creamery butter in five, 10 or 20-pound packages scoring over 91 will share in \$50 cash pro rata. Butter scoring highest will be awarded \$5 extra.

Dairy butter in five-pound packages or prints will be awarded the following premiums: First prize, \$5; second prize, \$3; third prize, \$2.

There will be some additional premiums from supply houses to be announced later.

Premium Rules.

1. All exhibits of butter will be sold and the proceeds remitted to the exhibitor, less money to cover membership and cartage.
2. A diploma of merit will be awarded to each maker of creamery butter scoring 91 and above, and dairy butter scoring 90 and above.
3. The association reserves the right to use such part of any exhibit as may be needed for demonstration work.
4. Creamery butter must be made from regular factory make from one day's run only, and weigh not less than five pounds net. No objection to larger tubs.
5. Dairy butter must be made on the farm from the milk of one herd only, and weigh not less than five pounds net.
6. Only one exhibitor will be allowed to compete for prizes from each factory or farm.
7. Each entry will be scored and criticised.
8. All butter, to participate in prizes, must be made in Indiana. Entries made outside of the state may compete for highest honors and diploma of merit.
9. Wrap in paper or burlap, or place in tub and fill in solidly between tubs with paper. Place package in your refrigerator box a few hours before shipping. Place name on tag on the bottom of tub so secretary can identify your tub. Tag will be removed before judges see it.
10. Ship butter addressed to Indiana State Dairy Association, Smith Hall, Purdue University, Lafayette, Ind., express charges prepaid.

Butter and dairy exhibits will be open from 11:30 a. m. to 1:00 p. m. and 4:30 to 5:30 p. m.—H. C. Mills, Secretary and Treasurer, Lafayette, Ind.

150,000 Pounds of Milk

has run through the piping system of a large condensery in southern Wisconsin *every* day, yet they have not had to take their pipes apart and scrape or clean them once during the last 45 days.

Daily inspection of the pipes showed that there was *nothing* left in the pipes to clean out.

How do they do it?

Easiest thing in the world.

When B-K is used to flush pipes, vats, separators and pasteurizers before and after the run, milk solids cannot stick to or coat the metal.



KEEPS PIPES CLEAN

and saves you the time and trouble of scraping and cleaning them.

This is only one of the many ways in which B-K saves time and labor, and helps you to make better butter by keeping everything free from bacterial contamination and bad odors.

Send for Bulletin 89 and Free Sample

with full directions for the use of B-K. Prove to yourself what we claim for it.

Read What the Iowa Prize-winner Says

Oelwein, Iowa, Oct. 24, 1914.

General Purification Co.,
Madison, Wis.

Gentlemen: In regard to B-K as a germ killer and destroyer of odors, I do not believe there is anything its equal on the market. There are many places in a creamery where we have to use some kind of a purifier and deodorant and for this purpose I do not believe there is anything better than B-K.

I must say B-K is a great help in making a high grade butter. Yours respectfully, THOS. SADLER.

Send This Coupon

General Purification Co.
508 Pioneer Bldg., Madison, Wis.

Gentlemen:

Please send me free sample of B-K and full directions for use in keeping milk pipes free from milk coating and for destroying of bacteria and odors in the creamery.

I make.....pounds of butter daily.

I make.....pounds of cheese daily.

.....

General Purification Co., Madison, Wis.

W. I. YOUNG W. B. YOUNG
ESTABLISHED 1854

W. I. Young & Co.

Wholesale Dealers in

Butter, Cheese and Eggs

149 Reade St., New York

WRITE US

Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

We Want to Do Business With You It Will Pay You to Trade With Us

W. D. COLLYER & CO.
Successors to Collyer & Co.

BUTTER AND EGGS

Butter in any quantity and all grades. Eggs in carlots or less. Write, wire or phone us.

Main Offices: 203 W. South Water St., CHICAGO
Warehouse: 209 W. South Water St.,
Long Distance 'Phone. Main 3184.

Zenith Butter & Egg Co.
Harrison and Greenwich Sts., New York
Receivers and Distributors
Give superior service and real results. That covers it, consign or write. Refer to your bank, Creamery Journal or our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Sixth Nat'l Bank; Southwestern Nat'l Bank; Dun and Bradstreet. Correspondence Solicited.

Smith's Computer

and

The Creamery Journal

one year, both for

\$2.00

Regular price, \$3.00.

To Michigan Buttermakers.

In July, 1913, we modestly slipped out a new plan for conducting educational scores. That it was an experiment we do not deny. That it is a success we have long ago proven. When we revived these scorings, we fully realized that they were astraddle-a-greased rainbow headed straight for perdition, but we just took a big hitch in our suspenders, spat on our hands and dug a worthy work out of the mire and began to put it on a true educational basis. We kept right on and at the present writing the real value and scope of these scorings is coming into its own, so that even the great dairy state of Minnesota at a recent convention of buttermakers adopted a resolution and appointed a committee to develop the scorings in that state "along the line of the plan now used in Michigan."

We do not claim any mental superiority, but we just tired of the sham and show. We had enough faith in this cause to believe that there was a field. This field we have decided to cultivate still more extensively beginning with the next series of scorings, the first of which will be held in January and continue each month throughout the year.

Minnesota, Iowa and Wisconsin buttermakers are now being urged to train for the big battle (?) to be staged at Mason City, Iowa, in March, during the national buttermakers' convention. It is interesting to note that the contest will be conducted according to the same rules as have been in vogue since these contests were first inaugurated. It is not strange that these states are slow in adopting any new and advance methods in conducting these scorings, in view of the fact that in reality the contest embraces only the three states mentioned and should be classed as a tri-state contest instead of National. In these states whole-milk plants are still numerous which fact gives them a decided advantage under present rules.

It is also interesting to note in this connection that in the near future this condition will be changed, Michigan being the first state to see the "hand-writing on the wall." The Michigan State Dairymen's Association having taken the initiative, swallowed the department's plan—"bait, hook, sinker and all"—and thus give cognizance to the fact that there are other factors than taking ideal raw material and getting a high commercial score, that go to make a first class or champion buttermaker.

In order to attain these ends your co-operation is foremost at least to the extent of submitting samples of your product when called upon by this department. Same will be scored and analysis made according to the rules of the association. At the close of each scoring the samples will be sold and sender will receive pay for same according to the market price. The department has discontinued the practice of furnishing tubs to creameries for exhibition purposes. Order a supply of 20-pound tubs at once from your regular supply house. The call for the first scoring will be issued soon.

Butter and cheese are food products. This department is fully authorized to collect samples thereof officially. The work of the scoring contests is educational and is conducted for your benefit and that of the industry. We trust you will comply with our requests or calls when made for a sample of your product for scoring and avoid the unnecessary expense of sending an inspector for same. With your co-operation, this work can be made of untold benefit.—H. D. Wendt, in charge Dairy Manufacturing Division.

The creamery at Langdon, S. D., has closed for the winter.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

Try us and see for yourself.

**The Fox River
Butter Co.**

The House of Quality
and a Square Deal

CHICAGO NEW YORK
1533 Michigan Ave. 78 Hudson St.

Sam Haugdahl, St. Peter, Minn.,
Western Representative

From an address before the Convention of Minnesota Butter and Cheese Makers by

MR. J. J. ROSS

Assistant State Dairy Commissioner of Iowa

"THERE HAS NEVER BEEN A TIME IN THE HISTORY OF THE BUTTER BUSINESS, as well as all other food products, when they required more attention as regards sanitation AND ATTRACTIVE APPEARANCE as at present, and since our United States Congress has opened the markets of the world to our country, IT BECOMES MORE THAN EVER IMPORTANT that attractiveness and sanitation be paramount.

"WHAT I MEAN BY THAT IS,—that the finished product, such as butter and cheese AND THE PACKAGES IN WHICH THEY ARE PACKED BE AS NEAR PERFECT AS POSSIBLE, for do you know that the buyers of butter and cheese are GETTING MORE CRITICAL ALL THE TIME.

"THE REASON why they are getting more critical IS BECAUSE THE CONSUMING PUBLIC IS GETTING MORE AND MORE CRITICAL."

The Creameries using Schmidt Bros. tubs realize this, and their reason for using these tubs is that as they know that they are the best made, finest appearing and most substantial tubs, they enable them to market their product to the very best advantage.

And because both the Buyers and the Consuming Public are getting more and more critical, the Creameries shipping their butter in Schmidt Bros. tubs aim to aid the Buyers in

meeting the demands of the Consumers, not only as to quality of the goods, but that they also be ATTRACTIVE-LY PACKED.

They know that it makes business good for the Buyers in enabling them to make ready sales at favorable prices.

These Creameries believe that THE SELLING END of their business is deserving of the same care and attention as the producing end.

Schmidt Bros. tubs are made for Creameries who believe in shipping their product in the MOST ATTRACTIVE SHAPE.

ELGIN BUTTER TUB COMPANY

(SCHMIDT BROS., Proprietors, ELGIN, ILL.)



The Ames Short Course in Action

The following short courses are being offered in the dairy department at Ames for the period of December 28th to January 7th.

1. Ten-day course for buttermakers and creamery managers.
2. Ten-day course for ice cream makers.
3. Ten-day course for operators of market milk plants.

Owing to the foot and mouth disease, the seven-day course in farm dairying has been canceled.

The advance enrollment is large and points to the most successful short course ever held at Ames. Already (December 26th) eight states have representatives, and Canada has enrolled the first student in the market milk course. This year's course is strong in every detail. For the past few weeks the school has been receiving new machinery and getting the building in tip top shape for the opening of the session. In the way of new machinery there is an emulser, a clarifier, a milk-bottling machine, milk bottle capper and a homogenizer.

The buttermakers and creamery managers will find much to interest them in the following subjects: Starters, pasteurization, cream ripening, churning, butter judging, separation of milk, testing, refrigeration and creamery management.

The course in ice cream making should prove a big asset to the manufacturers of ice cream. The factory is equipped with up-to-date machinery and every effort will be made to handle this course on a practical basis. Standardization; homogenizing; testing for fat, filler and adulterants; mak-

ing of plain creams, bisques, parfais, jousnes, puddings, lactos, water ices, such as sherbets, frappes and punches; souffles and bricks and special fancy moulds will be but a few of the many interesting things outlined for laboratory work. The lectures will take up the subjects of fruit syrups, flavoring extracts, freezing and storing, etc. Special attention will be given to the subject of bacteriology in all its phases and to the manufacture of soft cheese as a side line to the ice cream business.

The newest addition to the short course

is the 10-day course for operators of market milk plants. The school has seen fit to inaugurate a course in market milk and it is hoped that market milk operators will avail themselves of the splendid opportunity to study the subject in all its details. The school is now running a market milk department, the output being sold to local trade. The laboratory work will consist of standardizing, homogenizing, pasteurizing, also the preparation of fermented milk. The lectures will be up to date in every particular, taking up the food value, classes of market milk, milk plant methods and equipment, pasteurizing, homogenizing and modification of milk.

In connection with the short course, there is a market milk contest in which 10 entries have been received. There are two divisions—raw and pasteurized. Gold and silver medals will be awarded to first and second in each division.

In the butter contest, 62 tubs are entered. This is an exceptionally large entry when we consider that the contest is being run on a new basis. The butter entered has been held in cold storage at Ames for two weeks and during the short course will be judged by two sets of judges, each set to consist of an inspector, a commercial man and a buttermaker, the average of both sets to decide the score of each contestant.

As a grand finale to the short course, the state buttermakers' convention will be held at the school. This should be one of the best ever held in the state. The meetings will be held in the agricultural assembly hall. The banquet will be held in Margaret Hall gymnasium.

It's a long, long way to Tipperary, but a short road to Ames, so be on hand early and stay late.



G. J. Gudknecht, Owasa.
One of the Special Instructors at the Ames Short Course.

The Michigan Organization Idea.

In February, 1914, in a special bulletin entitled "Brass Tacks," we announced that this department had adopted a paternal policy towards the organization of creamery associations in various sections of Michigan, composed of not to exceed 20 local and co-operative creameries who would associate themselves for the purpose of establishing a general office with a general manager in charge who was to devote his entire time acting in the capacity of general business manager, for these 10 or more creameries.

The attitude of the creameries toward the plan we have found to be largely in accord with our views but it developed upon the writer to further develop the plan before it could be finally presented to any set of creameries, but this is now about to happen. We found many details to be ironed out in connection with the proposition but substantially the plan as it now stands is as follows:

In the first place it is the duty of the department "to foster and encourage the dairy industry of the state with the object in view of improving the quality and maintaining uniformity of the dairy products of the state, or, in order to secure the practical and efficient operation of any plant producing dairy products in any locality in the state." (Sec. 3, Act. No. 12, Public Acts of 1905.)

The writer in conceiving the plan realized that the main points in connection with the operation of local and co-operative creameries was the poor business management, the inefficiency in manufacture and the lack of uniformity in the product, making it difficult to market same to the best advantage. There are of course many things that can be done when 10 or 20 creameries associate themselves and collectively employ a general business manager.

The general office is to accomplish the following:

1. The unification of the product of all the creameries in the group. The lack of uniformity of the product of small creameries is no doubt the main cause for the very unsatisfactory conditions of marketing the product to the best advantage.

2. Improve the quality of the raw material, to be attained by a comprehensive grading system and paying for same accordingly.

3. Greater efficiency in manufacture. The information gained in the educational scorings conducted by this department indicates where thousands of dollars can be made annually by stopping numerous leaks occurring in nearly all creameries in the state. To mention just one item will suffice. The average amount of salt added to the butter by the creameries participating in the scorings is about 6 per cent. The average amount retained is approximately 2.5 per cent, a loss of over 70 per cent. This as compared with the results obtained in a large centralized factory, the facts of which the writer is in possession of, of less than 20 per cent. Not only the loss of the salt is to be considered in this matter, but lack of uniformity of the product is perhaps the big item.

4. Buying supplies: The buying of supplies collectively would mean a big saving in the course of a year, by reason of ability to buy intelligently and in quantities. There are many other matters to receive the attention of the general manager that are so evident that they need not here be mentioned.

The revenue necessary for this work is to be derived by a uniform tax upon the number of pounds of butter-fat received by

each member of these associated creameries, of 2c. Everything taken into consideration, it is not difficult to see where at least 1c a pound butter-fat can be gained under such management, which would mean an additional income on every 100,000 pounds fat received, after deducting the pro rata share of the expense of maintaining the general office of \$800 per creamery a year.

The plan as developed thus far will in no wise disturb the local unit, meaning that the present secretaries and managers would continue to act in the capacity of local secretaries and managers.

Much has been done and is now being done by state colleges and the federal government to point out where improvement may be made in production and marketing, but results therefrom are necessarily slow due to lack of organization and machinery to properly utilize these advantages. We have been going up and down this country preaching the advantages of the local creamery to the industry generally, but from the beginning this family of local and co-operative creameries has become separated like a covey of young quail who if left alone without paternal guidance will perish. So it becomes necessary to mobilize and call together these separated creameries and put them on an efficient fighting basis and our great dairy industry will again come into its own.

Michigan will start the ball rolling as it started the first cow testing association in the United States.—H. D. Wendt, in charge Dairy Manufacturing Division.

Personal.

Warren J. Smith dropped off in Waterloo a few days ago for a few hours' rest from his strenuous duties in Chicago. As readers of this paper know, Mr. Smith is manager of the Chicago office for the Creamery Package Manufacturing Company and is filling this position with great credit to himself and satisfaction to the officers and stockholders of the company. Mr. Smith has literally grown up in the world with the Creamery Package Manufacturing Company, having started with them some 20 years ago, when he was very much of a "kid." He has occupied important positions with the company, among them manager of the Waterloo branch and later of the Albany, N. Y., house. About a year ago he was recalled to Chicago to take his present position. While on his visit in Waterloo, Mr. Smith had an unfortunate accident at the Cadillac garage, receiving a fall which injured his hand and for a time was quite painful. The rumor was afloat to the effect that Mr. Smith was hurt trying to crank a new eight-cylinder Cadillac.

107 SUBSCRIPTIONS IN FIVE DAYS.

To the Editor:

It may be interesting to you to know that I secured the 107 subscriptions to Kimball's Dairy Farmer and Van Pelt's Cow Demonstration book in five days. I got the best results by going to the patrons' homes. I got 22 one afternoon.

I think a buttermaker really does his patrons a favor by getting them to subscribe for a dairy paper like Kimball's Dairy Farmer. I have had several of my patrons say: "That is a good dairy paper you got me to subscribe for."

H. C. Stendel, Scarville, Iowa.



North American Cold Storage Co.'s Building at Chicago, Ill., Insulated with

WATER-PROOF Lith Insulation

THIS is only one of the many buildings that have been equipped with Lith, on the advice of refrigeration experts, on the strength of the fact that this insulation has proved so invariably successful.

75 per cent of all the creameries in the Northwest are insulated with Lith. It absolutely cuts ice cost in two! An absolutely

Write for Big Free Book

guaranteed insulation that comes in sheets 18x48 inches, twice the size of ordinary insulation, therefore leaving less than half the number of joints or cracks possible for leaks. Write for book. Also write for information regarding

Union Cork Board

Made of pure cork and asphaltum. 1 1/4 pounds of cork to square foot one inch thick. A greater percentage of cork than you can find in any other insulation material.

Write for Big Free Book, "Insulation for Cold Temperatures"

Union Fibre Company

105 Union St., Winona, Minn.

ESTABLISHED 1889

GEO. W. LINN & SON

The Chicago Butter House

340-342-344 West South Water St. near Lake St. bridge

Would like to contract with you for your make of Fancy Creamery in tubs. Can offer you a liberal contract.

Will pay a price for quality. Send us a sample shipment.

Best Equipped Butter House in Chicago

References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.



United States Court Issues Injunctions

Restraining

Natural Dry Milk Co.

and

Puritan Dry Milk Co.

[a Licensee of Leslie P. Mick]

from

Manufacturing Milk Powder

by the Patented Spray Process owned by

Merrell-Soule Co.

These cases were heard in the United States Court of the Northern District of New York, and Judge Ray granted preliminary injunctions restraining these companies from further manufacturing spray milk powder, as both the Natural Dry Milk Co. of Chicago, Ill., and the Puritan Dry Milk Co. of Canastota, N. Y., were infringing the patented process owned by the Merrell-Soule Co. The Merrell-Soule Co. wish to warn all manufacturers of Milk Powder using the Spray Process that they will be prosecuted. For further information apply to

Merrell-Soule Co.

Syracuse, N. Y.

Greetings

We are exceedingly grateful for the Holiday season.

It is a time when we pause in our business life to remember with words of greeting our co-workers, our friends, and all others who make business a pleasure and success a reality.

Those of you who have been users of



during the past season, we heartily thank for your patronage and we sincerely trust that the New Year has in store for each and every friend of "Wyandotte" many good things in good measure, and that the New Year will be a richer, fuller and better year than any that has gone before. To help make our wish a reality we give you our every assurance that during the coming New Year, Wyandotte Dairyman's Cleaner and Cleanser will be maintained at the high value of quality and efficiency for which you have always known it.

Our first thoughts are of you and by pleasing you we hope thereby to win the confidence of those who now may have but a passing knowledge of the superior qualities of this special dairy cleaner.

**THE J. B. FORD COMPANY, Sole Mnfrs.
Wyandotte, Michigan**

THIS CLEANER HAS BEEN AWARDED THE HIGHEST PRIZE WHEREVER EXHIBITED

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UNIVERSITY OF ILLINOIS
JAN 1915

THE CREAMERY JOURNAL

*The National
Creamery
Magazine*

VOL. XXV NO. 24

WATERLOO, IOWA, JANUARY 15, 1915

FIFTY CENTS A YEAR



Ho, Ye Buttermakers!

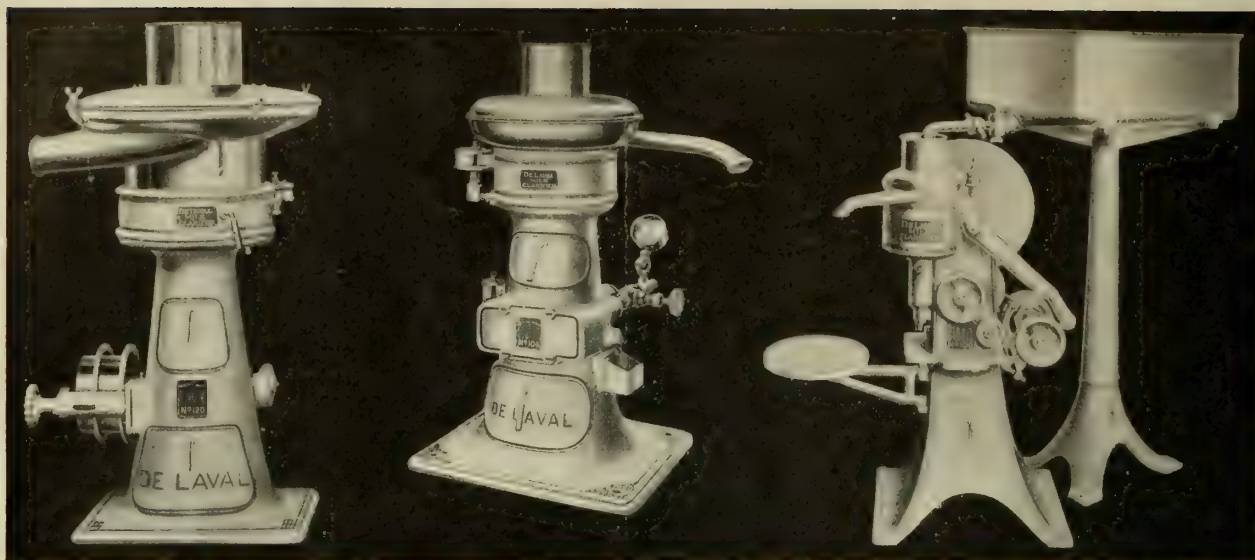
The veterans, regulars and recruits of the National Creamery Buttermakers' Association are going to assemble at Mason City, Iowa, on March 9th, 10th and 11th. This three-day encampment will be a bright spot in the history of 1915. There will be the excitement of battle

(without the danger) from the sounding of reveille until time for taps.

Don't miss the big campfire to be given by the winners of the national banner.

If you are a patriotic soldier you'll respond at roll call.

NATIONAL CREAMERY BUTTERMAKERS' ASS'N.
MARTIN H. MEYER, Sec., 1011 W. Wash. Ave., MADISON, WIS.



No. 120, capacity 12,000 lbs. per hour
Belt power driven style

No. 106, capacity 2,000 lbs. per hour
Steam turbine driven

No. 100, capacity 1,000 lbs. per hour
Hand driven style

Made in ten sizes and styles, from a capacity of 12,000 pounds per hour down to a small hand machine with a capacity of 100 pounds per hour. Larger sizes turbine or belt driven. Smaller machines can be run by gas engine, belt, electric motor or hand power.

No milk, whether certified, inspected, guaranteed or however produced, is so pure but that it will be rendered more wholesome by the De Laval process of clarification. The cost of clarification is trifling when the results obtained are taken into consideration.

No milk dealer or producer who has witnessed a demonstration of

THE DE LAVAL MILK CLARIFIER

and has seen for himself the residue removed from average milk by this machine can doubt for an instant the benefits of clarification by the De Laval Process.

An actual demonstration of what can be accomplished with a De Laval Milk Clarifier will be gladly accorded to any responsible milk dealer or producer.

THE DE LAVAL SEPARATOR COMPANY

165 Broadway, NEW YORK: 29 E. Madison St., CHICAGO: 101 Drumm St., SAN FRANCISCO

The Creamery Journal.

The National Creamery Magazine

Vol. XXV No. 24

WATERLOO, IOWA, JANUARY 15, 1915

Fifty Cents a Year

The Iowa Buttermakers' Convention

FIFTH ANNUAL MEETING AT AMES VERY SUCCESSFUL

Our predictions that the convention of the Iowa Buttermakers' Association at Ames, January 6th and 7th, would be the largest and most important ever held in the state were practically fulfilled. The attendance fell a bit short of our expectations, yet there was an unusual number of buttermakers present. The attendance at the short course was considerably short of last year, due to several unavoidable conditions, and several could not remain over for the convention.

The judgment of the officers in selecting Ames, however, was fully approved and the success of the meeting will be hard to equal.

The crowds came in early, and when President Clemmons called the first session to order Wednesday morning at 10 o'clock, the auditorium in Agricultural Hall was comfortably filled.

Invocation was offered by Dr. Cessna, of the Iowa State College.

Dean Curtiss welcomed the members in a very cordial way. "If it had not been for a convention of Iowa buttermakers a few years ago," said the dean, "we might not have had a Professor Mortensen. Several years ago when the first dairy convention ever held at Ames was in session, Prof. Mortensen came as a buttermaker from a little creamery down in the eastern part of this county. He carried away the highest honors that year. You all know what he has done for the dairy industry of Iowa and the nation since."

Regarding the dairy industry in Iowa, Dean Curtiss said: "The corn crop of Iowa is valued at over \$200,000,000. Everybody recognizes the fact that corn is the great staple product in Iowa, and yet it is significant that the value of dairy products in the state amounts to nearly one-half that of corn, and I predict that the time is near when dairy products will equal in value that of the corn crop. It is easily within the range of possibility." Dean Curtiss mentioned some of the important advancements made by the dairy school, and paid the creamery industry of Iowa and its buttermakers high tribute for the part they have played and are playing in the building of the greatest state in the Union.

In the absence of C. E. Brant, John Luethey, of the dairy school, responded in behalf of the association. He said in part: "I believe the thing that has done most for the buttermakers of Iowa is cleanliness, and I believe it will continue to do more than any other one thing to put Iowa at the top. I want to thank you for the interest you have shown in our work."

Following Mr. Luethey, Miss Vaughan entertained with vocal solos, one of which caused Secretary Brunner to remark: "I wonder how many of us thought of Jules

Lumbard when we heard Miss Vaughan sing that first song?"

President Clemmons was introduced by Secretary Brunner. His address follows:

The President's Address.

It is with great appreciation of the honor of presiding over the deliberations of so great a body as this of ours, that I stand before you today at the opening of our fifth annual convention.

We are not here today entirely for the social benefits which may be derived from a meeting of this kind, but to study some of the many problems confronting us, and endeavor to gain more knowledge of the business in which we are engaged.

Do you know, brother buttermakers, that we represent one of the greatest industries in the world? Do you know that one-sixth of all the food products come from the dairy cow? And in all probability 80 per cent of the milk in Iowa is made into butter?

For many years we have made great strides in perfecting the process of manufacture in order to improve the quality. Pasteurization, aeration, neutralization, and the use of good starters, all have their beneficial influence, but in the last analysis, we must admit that the most perfected process of manufacture cannot overcome the detrimental effect of a poor quality of raw material. Scientific handling of the product in the factory is essential and is bound to

minimize the damage done by poor cream, but the defects of the cream cannot be eliminated by any process now known. They are bound to follow into the finished product, producing inferior quality. Therefore, cream in poor condition will never make extras.

The serious problem of the creamery business has been the very method of buying cream and putting a premium on the production of the inferior product. A producer has been discouraged from giving his cream the care and attention necessary to furnish a clean and sanitary product.

Suppose we establish a grading system, paying on the quality basis, with the inevitable result of supplying the Iowa creamery with a better quality of raw material, and that through the co-operation of the Iowa dairy school, the Iowa dairy commissioners, and this association, every manufacturer learns to make butter with the most approved method of manufacture, and that the outgoing butter be inspected by a competent judge and stamped with the seal of this organization. There is no limit to the reputation we can establish for Iowa butter. I desire to follow this one step farther, by saying that we are looking forward to the time when, through the efforts of this association, we have raised the quality of Iowa butter to the point where we can have it stamped with the seal of certification of our association, and when the words "Made in Iowa," are a guarantee of quality to the buyer. Such progress is by no means impossible.

This organization could further protect and benefit our business by lending its influence in the regulation of shipping rates and shipping facilities, by voicing our legitimate needs in the way of legislative measures, and by making it our business to see the dairy interests represented properly, and in a dignified manner.

If we all get together on these many and important phases and problems of our business, there is no limit to the things we can accomplish. This can be done only by peaceful and active co-operation. Our aim, therefore, should be for a closer and more aggressive organization in order to better combat our enemies. For these reasons, let every member put his shoulder to the wheel, and do his share making the Iowa Buttermakers' Association such a power that its influence will be felt throughout the country.

"In union there is strength," was never more true than when applied to attaining the aims and objects intended by this association. Much has been done in the past more can be done in the future.

In closing I want to thank each one for
(Continued on page 6.)



J. C. Joslin, Hartley,
Newly elected secretary of the Iowa Buttermakers' Association.

D. E. Peterson Co.**SPECIALISTS IN BUTTER**

33-35 South Water Street, PHILADELPHIA, PA.

References: Corn Exch. Nat'l Bank, Phila.; Mercantile Agencies; Creamery Journal

We solicit a chance to compete for your favors, either on a consignment or track-price basis.

The Iowa Dairy Train**NEW FEATURES WILL CREATE INTEREST**

Everyone realizes that the old cow is the foundation of all dairying. The churn, the cheese vat, the ice cream freezer and the milk wagon would all be idle if the old cow would cease to produce the necessary fluid to keep them filled and running.

It is the object of the Iowa State Dairy Association in conducting its educational campaigns this winter to bring home in a practical manner the importance of the old cows to every patron of the creameries located along the Chicago, Great Western and Milwaukee railroad lines in Iowa.

Many of those who attend dairy meetings are very attentive to what is said about the proper methods of improvement, but this information "goes in one ear and out the other." The management of the dairy train meeting has determined to introduce several new features, which will make the talks and demonstrations of such consistency that they will "soak in" and it will be carried back to the farm. These features are: First, a community dairy show in every town that will co-operate in securing a sufficient number of milk cows to make a successful exhibit. Second, the train will carry two exhibit cars which will be equipped in an entirely different manner than any carried heretofore. Every modern appliance for the up-to-date farm will be found in these cars. Third, a boys' and girls' judging contest will be conducted at each town for the purpose of interesting the younger people in better dairy methods. Fourth, a state wide milk record contest will be inaugurated and contestants secured at every town where meetings are held.

The community dairy show will be held in conjunction with the regular meetings in the same manner as they have been during the past years. All of these shows have been conducted recently and were more successful than had been anticipated by either the dairymen's association or the community in which they were held. The business men at each town will be invited to co-operate to make this show a success and will be required to furnish prizes in cash or merchandise for the best animals exhibited. The dairymen and the leading farmers in the communities will also be asked to give a portion of their time to encouraging their neighbors to exhibit cattle. All breeds used for milk production, whether grade or pure bred, are eligible to entry. The animals will be judged upon their individual ability as milk producers and the best animals, regardless of breed, will be given highest place. The patrons of all of

the creameries along these railroads should bring their cows to the show held at their town and have their animals criticised by the judge who has charge of this work. The show is held for the purpose of demonstrating the desirable characteristics of a good dairy cow. Criticism will be carefully made and all exhibitors given an equal chance. The shows will be held in a lumber yard or livery stable which offers the best place obtainable to stable the animals during the show. The program will be opened by leading the best cows into the ring and using them to demonstrate the essential characteristics of good productive type. Questions will then be called for and discussions held in which all are invited to participate. After the cow demonstration is completed the ring will be made larger, or when possible and the weather permits, all of the animals will be led into the street and the judging of the various classes begun. The animals will then be placed by the judge after which each one will be gone over carefully and the desirable and undesirable points explained. The community dairy show makes it possible to reach the man milking a few cows and enables the lecturer to use a member of the farmer's own herd to show the difference between the profitable and unprofitable dairy cow. It is explained on the cow owner's own basis and he is encouraged to determine further the real value of his herd by weighing and testing the milk. Considerable friendly rivalry is always created among the exhibitors which undoubtedly will lead, in many instances, to better care of the average herd of milk cows.

In addition to the farmers' meeting an effort is made to reach the younger generation. The county superintendent will be called upon to allow the rural schools closed for a day and the children to attend the meeting. The students from the country and town will be assembled in the high school where lectures will be given on the importance of agricultural training, with special reference to dairying. At the completion of the lecture at the high school the students, accompanied by their instructors, will be taken to the barn where the cattle for the community dairy show have been assembled and instructions will be given in judging. Cow demonstrations will be given first to explain the characteristics of the correct type dairy cow. Then the boys and girls are supplied with directions and all compared to the class of animals brought before them. After inspecting the animals

for 20 minutes each student writes his placing, together with the reasons for same, on the direction sheet and they are handed to the lecturer in charge. Discussions are then held and all questions answered.

To be capable of judging and comparing dairy cows is important, but the only definite way to determine the exact value of the cows is to weigh and test their milk. In order to start the weighing and testing of milk on the average farm a state-wide milk record contest will be conducted among the boys and girls between the ages of 12 and 20 years. These age limits have been made to insure fair competition to all who enter and to interest those who are in position to derive the greatest benefit from the work. Any boy or girl between the specified age limits who can weigh and test the milk of three or more cows for four consecutive months will be eligible to enter the contest. A supply of monthly record sheets, feed standards and pamphlets giving the necessary directions for carrying on the work will be furnished each contestant. Each one entering will be required to furnish themselves with a pair of scales and wherever possible, a Babcock tester. In case the tester cannot be secured, the contestant can undoubtedly have a sample of milk tested for butter-fat at the creamery or receiving station. At the end of each month the records will be transferred to a summary sheet and the complete data mailed to the office of the association. The manner of grading the reports will be based upon the efforts put forth by the contestant and not upon the production of the cows. In addition to the report an essay of not to exceed 500 words must be sent in giving the benefit derived from the work. Any changes which tend to improve the ration or make the production of the milk more economical will be recognized, but other than this improvement the production of the cows will not be used in making the awards. Many valuable prizes have thus far been offered for this contest. A large number of the firms manufacturing creamery supplies and equipment have donated merchandise or cash prizes. A number of the breeders have also agreed to furnish pure bred dairy calves for the boys and girls doing the most efficient work.

Thorough Cooling Necessary.

One of the most common causes of poor-quality butter is the lack of immediate, thorough cooling of the cream after separation. The dairy division of the United States Department of Agriculture has made a careful investigation of conditions on a large number of dairy farms, and the data obtained show that, if properly cooled, cream of the best grade can be produced with but little extra labor or expense. The principles involved are very simple and are easily understood.

A liberal use of ice which has been stored in winter to be used the following summer, is one of the requirements for the solution of the poor-butter problem. Farmers who are already successfully delivering good products to the creamery have usually provided for themselves a convenient source of supply for the ice, suitable houses for storing the ice, and ice-water tanks for the immediate cooling of the milk or cream. In parts of New England, although the dairymen often hold cream on the farm four days in the summer and seven days in the winter, they deliver practically all their product while sweet. After it reaches the creamery it is pasteurized and shipped a distance of from 50 to 300 miles, and may still be sold in these remote localities in the form of sweet cream.

The expense connected with the liberal

W. O. SAXTON & CO.**Butter and Eggs**

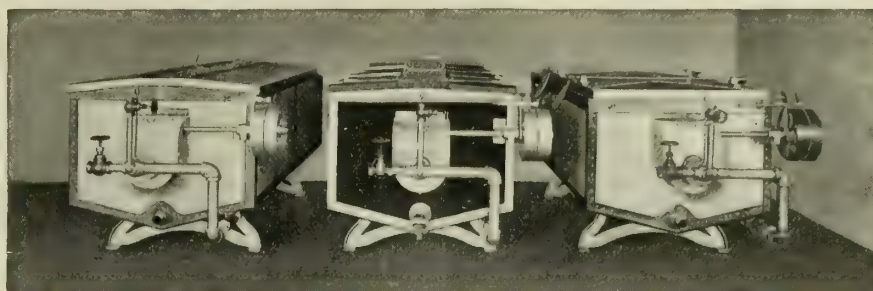
174 Duane St., NEW YORK

Ship Us and
Compare Results

References: Irving National Bank, N. Y.
Farmers National Bank, Osage, Iowa.
Your Own Banker; The Creamery Journal.

1915 Wizard Ripeners and Pasteurizers

The Multiple Feed feature is patented and is found on no other machine. It is sure in its operation and makes for quick heating and cooling.



Spiral gears are perfectly cut, resulting in a noiseless operation. They are neatly housed—oiling is easy.

Note Simplicity of Construction and Arrangement.

The Result of Thirty Years' Experience

For over thirty years we have been manufacturing vats for the dairy industry. Our experience has naturally taught us the essentials of vat construction, and because of this experience our various machines have always represented the very latest type. Of course, there is no special value to a machine being of "the very latest type" unless those features which make it "the latest" have a direct bearing on the increased efficiency and practicability of operation.

The new features of the 1915 Wizard Ripeners and Pasteurizers, such as the self-circulating, multiple-feed coils, the spiral gears and chain oil

bearings, the elimination of pumps and the simplicity of construction, all have a direct bearing on the efficiency of the 1915 Wizards as Ripeners and Pasteurizers. Our experience has shown us the value of these improvements, and because we know they absolutely will produce better results, we have incorporated them in our new line.

In a true sense, the 1915 Wizards are the very "latest type." We will meet with early competition and then with efforts at imitation—but there will not be a better vat manufactured than the 1915 Wizard.

ASK US TO SEND YOU DESCRIPTIVE CIRCULARS. IT WILL BE TO YOUR INTEREST TO READ THESE THOROUGHLY.

THE CREAMERY PACKAGE MFG. CO.

Chicago, Ill.
Toledo, Ohio

New York, N. Y.
Philadelphia, Pa.

Minneapolis, Minn.
Omaha, Neb.

Kansas City, Mo.
Waterloo, Iowa

use of ice in this connection is so small and the result so satisfactory that details have been compiled for the consideration of those interested in dairying and are now issued in the form of a new Farmers' Bulletin (No. 623) entitled: "Ice Houses and the Use of Ice on the Dairy Farm." The bulletin should be useful in dairy sections where natural ice is obtainable. Plans and specifications for ice houses are given.

In its general summary the bulletin makes the following 10 suggestions:

1. Wherever ice is abundant, the cost of harvesting and storing is usually very small.

2. If a stream of water is available, a small ice pond can generally be constructed on the farm by building a dam.

3. In building an ice house, care should be taken to provide for proper drainage and ventilation. The drain should be efficiently trapped to prevent air from entering the house through the drain.

4. The efficient insulating of the ice house is of the utmost importance, consequently great care should be exercised in the selection and installation of the insulating material.

5. About 40 cubic feet of space should ordinarily be allowed for a ton of ice. A cubic foot of ice weighs about 57 pounds.

6. Under general conditions about one pound of ice will be required to cool and keep one pound of cream in good condition until delivered to the creamery when deliveries are made three times a week.

7. When storing ice about 50 per cent more should be packed than is actually needed. This amount allows for a heavy shrinkage and for household uses.

8. The dairy farmer should provide annually one-half to one ton of ice per cow

for cooling cream only and one and one-half to two tons per cow if whole-milk is cooled, depending upon the locality and other factors.

9. If a cake of ice is kept floating in the water surrounding the cream cans when the ordinary cooling cans are used, the temperature will remain at about 40 degrees Fahrenheit.

10. Good ice water tanks can usually be constructed for from \$5 to \$20.—United States Department of Agriculture, Dairy Division.

Caring For Creamery Correspondence.

The beginning of a new year is a most desirable time to adopt improved methods in all departments. Especially is this true of matters pertaining to office management. No better time can be selected to adopt an improved and more efficient manner of handling the creamery correspondence. This is an important office matter, too often neglected. Many creameries follow no systematic plan in handling correspondence, with the result that occasionally letters are lost or are not properly answered.

Creamery letters, unless opened in the office and kept in a suitable place until answered, are often mislaid or forgotten. They should be answered promptly; otherwise the correspondent may be displeased and the creamery lose a desirable customer. All answers should be concise but complete and courteous. Failure to answer letters promptly and courteously is a serious fault in a business concern and creates a bad impression, in addition to the direct loss of business.

All letters should be written with a typewriter or pen and copies kept for ready reference. Carbon copies are easily made

if a typewriter is used, but they may also be made with a stylographic pen or with an ordinary pen by using copying ink and a letter press.

All letters received and the carbon copies of all letters written in the office should be systematically filed so that any particular letter may be easily found. Suitable files for keeping letters and carbon copies may be purchased at any stationery store for a small sum.

Business firms are often judged by their correspondence and as their success depends in no small measure on the opinions of customers and correspondents, prompt and courteous replies are of more importance than is generally supposed. Every creamery should use such a system of handling correspondence that no business losses can be ascribed to negligence or delay in forwarding replies to prospective customers or others doing business with the creamery. What kind of a system do you use—United States Dairy Division Circular Letter No. 50.

Mr. Peters, formerly of Dallas, Ill., with his son, has organized the Ft. Madison (Iowa) Creamery Company and bought out the Slocum ice cream plant, which has been considerably enlarged. The new company is manufacturing butter and ice cream and retailing milk and cream. One auto delivery is used. They are putting out Peter's homogenized ice cream and Iowa brand creamery butter.

J. C. Mohler, secretary of Kansas State Board of Agriculture, reports that \$6,167 worth of cheese and \$13,375,146 worth of butter were produced in Kansas this last year. Milk sold for other than butter and cheese purposes brought \$1,336,403.

The Iowa Buttermakers' Convention

(Continued from page 3.)

his kind co-operation during the past year and hope the same kindly consideration and aid will extend to those who may serve you as your officers the coming year.

Commissioner Winkjer, of Minnesota, was called on for a few remarks. He paid tribute to the Iowa dairy school and to Iowa buttermakers for the good work they are doing.

President Clemmons appointed the following committees: Legislative, E. M. Wentworth, J. C. Joslin, J. J. Brunner, F. C. Hinzle and J. G. Gudknecht. Resolution, J. J. Ross, M. E. McMurray, H. C. Stendel. Auditing, E. J. Reed, H. C. Ladage and J. F. Vandermeer.

J. C. Joslin, of Hartley, was called upon at this time and spoke on "Pasteurization and Cream Ripening." This address, with the discussion following, will appear in full in an early issue of The Creamery Journal.

Wednesday Afternoon.

The afternoon session was opened with a violin solo, after which the discussion following Mr. Joslin's address was again taken up.

Mr. Joslin said he thought the time was ripe for Iowa to take an advanced step along the line of pasteurization, and he introduced the following resolution, which was unanimously adopted:

Resolved, that it is the opinion of the Iowa Buttermakers' Association in annual convention assembled that all creamery butter manufactured in this state should be made from pasteurized cream and we ask legislation from the coming general assembly to provide therefor.

Be it further resolved that this matter be referred to W. B. Barney, state dairy commissioner, for presentation to the legislature.

A. C. Shultz, of Sac City, who was to have discussed the subject of "Improvement of the Quality of Cream," was unable to be present.

John Lorensen, of Cedar Falls, discussed the subject "How to Prepare a Good Starter."

"As I understand it," said Mr. Lorensen, "the reason for a starter is to get a better flavor in our butter. We have discussed this subject and some would rather not use starter in sweet cream, but I believe the average buttermaker does not agree with that."

"The first thing in making starter is the selection of the milk and in that we must have absolute cleanliness. That comes first of all. If a man is not clean he won't have a good starter. We have to begin with cleanliness where the milk is produced, and many buttermakers have hard work in getting that kind of milk. As far as condensed milk and sweet cream is concerned, I have had no experience. There are many cultures and most of them are good if directions are followed. Too many use commercial cultures and inoculate it just as it is. In that way we get poor results. The culture should be thick and it should be thoroughly shaken up before mixing with the starter milk. In selecting milk, the best

way I know is to pick out a farmer that is clean and then go to his farm and arrange to get the milk.

"The next thing after you get good milk is to pasteurize it. It ought to be strained a couple of times through a sterile cloth. Heat as quickly as possible to between 190 and 200 degrees and hold for about 25 minutes, then cool just as soon as possible to a temperature depending on the weather. The object of pasteurizing to 190 degrees is to do away with the vegetable growth."

We will publish more of Mr. Lorensen's address later.

T. E. Culp was asked to explain his experiments with using butter for starter. He said this was practical. You simply take a sterile tube, take a little butter and put into the tube. Place in water at the temperature you expect to inoculate your culture. When ready to inoculate just put this melted butter into your milk and shake well. The first inoculation will not coagulate. Take off the top of your first inoculation. The next morning you will have a good culture.

When asked if he considered it fairly practical to make culture in this way, Mr. Culp said it was.

Following the discussion on starter, Prof. Mortensen was introduced as the man who originated the idea of a state brand. The professor said, however, that this was a mistake. He said that honor belonged to Mr. Crowley. He said he thought it was a mighty good thing to have taken up the matter of compulsory pasteurization in Iowa. He said, "There is no reason why Iowa should not lead in this respect. I recently came from Europe. They have to pasteurize over there. I consider we are rather slow in the United States. If we take up this matter of compulsory pasteurization and state brand we won't need to start anything for awhile. I suggest that the legislative committee be instructed to follow these matters up and see that something definite is accomplished. We want Mr. Barney to incorporate them in his proposed laws."

Prof. Mortensen talked about the state brand and we will publish more of his address in a later issue.

The Banquet.

Over 200 buttermakers, traveling men and students enjoyed the banquet at Margaret Hall Wednesday evening. Activities began promptly at 7:15 and a bounteous seven-course dinner was served. During the meal the orchestra rendered familiar selections, which enticed the audience to join in several different time. A long distance wire connected the banquet hall with the outside world and many calls were received during the meal. "Sunny Jim" Watson played the part of telephone girl and gave out information in his characteristic Highland dialect. The "stunt" was original and was "pulled" in a most humorous way. Following the meal, Toastmaster Wentworth rose majestically and the feast of reason began. Among those who responded were S. B. Shilling, Dean Curtiss, Jense Lundhoy (alias J. J. Ross), R. E. Clemmons, J. J.

Brunner, Prof. Mortensen, James Watson, Judge Quarton and others.

The various prizes and diplomas won at the convention, short course and in the educational scoring contests were presented. A list of these prizes appears elsewhere.

Thursday Forenoon.

The meeting was called promptly at 10 o'clock. Inspector Gustafson, of Minnesota, was called on and made a few remarks regarding the Minnesota educational contests.

J. J. Ross talked on the butter exhibit: "There isn't very much I can say in the way of criticising your butter," began Mr. Ross. "The packages were almost free from criticism. There was but one spruce tub. You are to be congratulated on this fine appearance. Package is the thing that first attracts the butter judge. It is necessary, not only in exhibit butter but also in your everyday make."

"We did not find any special faults with the body of the butter. There were only one or two instances where we criticised. The color, as a rule, was good. In fact, the workmanship of this exhibit was beyond criticism with the exception of one or two instances. The only thing open to criticism was quality. That is one thing necessary in this state. Holding the butter 10 days was, in my opinion, a mighty good plan. Most of the butter showed age. It showed what that butter was when it went on the market."

"I want to say a few words about districting the state. It was suggested here at the short course that more interest could be brought about in the scoring contest. This state should get out 150 tubs per month, but instead many have had below 50. This is discouraging in a way. Mr. Odell and I have outlined and propose eight districts, each containing about an equal number of creameries. No district has less than 62 creameries or more than 67. The short course class recommended 12 scorings and they are going to ask this association to express its opinion, whether it wants eight, nine, 10, 11 or 12."

"During the short course we have been talking organization and we are going after the banner. I understand that we have Minnesota scared. We are going to hold meetings and you are going to get letters along the line of preparing for this contest. When you get the call and these letters, get busy. If we get out 150 tubs we are more apt to get 10 high scores than if we have only 50."

"The short course students also recommend a package for these contests containing not to exceed four pounds. A committee was appointed to investigate a package of some light paper material that can be packed inside another container and sent by parcel post. The convention butter has been selling the last year or two for 3 or 4c less than a few years ago. When Mr. Ludwig, or Mr. Kieffer, or Mr. Godley tells us that after two or three weeks the butter goes off we are in position now to believe them. For that reason we recommend the adoption of a package especially for these educational contests."

A resolution approving and accepting the plan as outlined for districting the state, for the 12 scorings and for the style of package was unanimously adopted.

Prof. Mortensen said it had been decided to hold two scorings before the National convention—one on the 29th of January and one on the 19th of February. These times it will be necessary to send 20-pound tubs. The butter will be disposed of to best advantage.

John J. MacDonald 13 South Water Street
PHILADELPHIA

Butter, Eggs, Poultry COMMISSION MERCHANT
Fancy Creamery a Specialty 43 Years' Experience

References: Corn Exchange National Bank, Philadelphia; A. H. Barber & Co., Chicago; Bradstreet's and Dun's Mercantile Agencies; Creamery Journal.

Forewarmed Is Forearmed

Did you have trouble last winter handling cream properly when received at the factory? The Jensen Forewarmer and Mixing Vat is the remedy for your troubles.

BECAUSE—You will overcome variation in temperatures.
You can throw away your present method of temperature control.
It will deliver your cream to the pasteurizer at a uniform test.
It will neutralize and give you a uniform condition ALL the time.

Install one this winter and then use it next summer. You'll wonder how you worried along without it.

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ST. PAUL, MINN. — TAMA, IOWA — PEORIA, ILL.
CEDAR RAPIDS, IOWA

Commissioner Barney was next introduced and made an excellent talk. We will publish it in full in a later issue.

In the discussion, the state brand was talked of. Several illustrative suggestions were offered for the trade mark, and it was announced by Prof. Mortensen that the state dairy department would give a gold medal to the one suggesting the trade mark that was adopted. The trade mark must be of one color.

A committee consisting of Prof. Mortensen, Commissioner Barney, Dean Curtiss, the president of the Iowa Buttermakers' Association and the president of the Iowa State Dairy Association constitute the committee to adopt a trade mark and prescribe the rules to govern its use.

Thursday Afternoon.

The first thing on the afternoon program was the report of the auditing committee, which found the records of the secretary and treasurer in good shape. Their report was approved.

Secretary Brunner read his report, which showed total receipts for the past year of \$2,078.19. Disbursements were \$1,419.73, leaving a balance on hand of \$658.46.

S. B. Shilling presided during the election of officers, which resulted as follows:

President, R. E. Clemmons, Burt; vice-president, C. E. Brant, Fairbanks; secretary, J. C. Joslin, Hartley; treasurer, G. J. Gudknecht, Owasa.

The resolution committee reported as follows:

Resolutions.

The Iowa Buttermakers' Association in fifth annual convention assembled calls attention to the necessity of more earnest and persistent effort to improve the primary conditions affecting the dairy interests of our state.

Inasmuch as the markets of the world are now in competition with our dairy products, it demands that our state be more active in the support of an industry which reaches a total of more than \$50,000,000 annually.

Every reduction in the cost of production through the broadening of the work of the state dairy commissioner, the college of agriculture, the county agricultural advisors, the district cow testing associations, is not only desirable but necessary. The improvement work should be carried on in co-operation with the farmer on the farm. To this end we urge the incoming legislature to make provisions, such as will be asked by our dairy and food department, and trust that said legislature will honor W. B. Barney's request for additional appropriations to carry on and enlarge this work by the addition to the inspectors now in the field, to at least 12 trained and practical men.

Resolved, that we request a change in the law that established the state dairy board so as to include at least one representative of the Iowa Buttermakers' Association.

That we extend our great appreciation to Professor Mortensen and his corps of assistants for their untiring efforts in making this convention a success.

That the thanks of this convention is tendered to the speakers who have favored our sessions with instructive and interesting talks; to the manufacturers and supply houses, the commission men and individuals, who have so willingly contributed to the premium fund for the prizes given at this convention.

That we extend our thanks to Howard Reynolds, F. L. Odell, J. J. Ross, Elmer Reed, H. C. Stendel for scoring the butter exhibited here.

That we thank the judges who have scored the butter during the 1914 educational butter scoring contest, and we recommend an educational butter scoring contest for the ensuing year, consisting of 12 scorings. We also heartily approve of dividing the state into districts to facilitate and promote this work.

That we extend our thanks to Gude Bros., Kieffer Co. for the very satisfactory way in which they have handled the butter from the educational contest.

That we heartily recommend the adoption of a state brand for Iowa butter.

That we recommend to the incoming legislature the advisability of a compulsory pasteurization law for all dairy food products.

Inasmuch as this association has become of so great an importance to the dairy industry of this country, and inasmuch as similar organizations in our neighboring states receive state aid,

Be it resolved, that we ask the incoming legislature for an appropriation of at least \$1,000 for the furtherance of our work.

Resolved, that the committee on the state brand have full authority to fix the standard required for the use of the brand, and the rules regulating the use of same.

We would also ask the legislature to authorize the secretary of the State Board of Agriculture to prepare an annual report of the proceedings of the conventions of the Iowa Buttermakers' Association in the annual Iowa year book, and 500 extra copies of report in pamphlet form for distribution among the members.

Committee:

J. J. Ross,
H. C. Stendel,
M. E. McMurray.

M. E. McMurray was called on and he discussed the subject of "Creamery Construction." Mr. McMurray's company built a new creamery last year and his talk contained many valuable lessons learned from experience. We will publish this in full in a later issue.

Following Mr. McMurray's talk, James Watson was called on. Mr. Watson has accepted a position as assistant professor of dairy husbandry at the Missouri Agricultural College at Columbia under Prof. Eckles, and leaves immediately for his new work. Mr. Watson has made a host of warm friends in Iowa, who will regret to see him leave, yet rejoice in his advancement.

The last address on the program was by G. T. Shaunce, of State Center, on the subject of "Churning and Washing Butter." This proved to be a live question and it was handled unusually well. The discussion brought out many important points, and we will publish it in full in a later issue.

The attendance at the last session was almost as large as at any time during the convention, and the meeting was adjourned with everyone feeling that the convention

(Continued on page 18.)

The Dairy Short Course at Ames

FOURTEEN STATES AND CANADA REPRESENTED

"A decided success" was the verdict returned by every participant in the dairy short course just closed at Ames. Although the uncertainty of holding the short course, due to the foot and mouth disease, cut down the attendance considerably, the enthusiasm displayed by those present more than made up for the lack in numbers. The attendance was not particularly small inasmuch as 62 men, from 14 states and Canada, most of them of many years' experience, enrolled during the first days of the course and about half that number came and spent a day or two as visitors and special attendants.

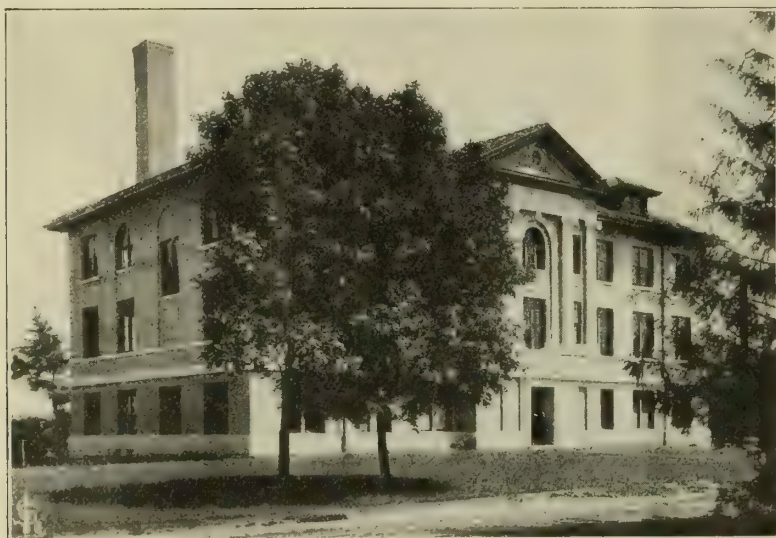
To give a complete description of the course and the way in which it was carried on in its entirety is beyond the capacity of

on at the same time during the afternoons, unless it happened to be a joint lecture of special interest to all branches concerned.

At eight o'clock, or even before, each morning the dairymen slipped into their white uniforms and assembled in the different factory laboratories to get a practical lesson along their own particular chosen field of work. Follow me, if you please, Mr. Reader, and let us see what they did:

Startermaking.

On our entrance to the building we were attracted in the hallway by a large group of men armed with spoons and starter bottles, the contents of which they examined very carefully and critically in every man-



The Dairy Building, Ames, Iowa.

the writer. However, a brief summary of some of the more important features may bring to the participants a short review of past events and convey to those less fortunate, who could not attend, an idea of what they missed and possibly create a desire for stimulated efforts in order to attend next year.

New Departures.

For the first time in the history of the short course three distinct courses were offered in market milk, ice cream making and butter manufacturing, with, to use a popular term, all the "complements" and "auxiliaries" necessary for those industries. All of those branches have been offered the last few years but never before have they been given as separate courses so that one might devote all his time to any one particular subject. Three sets of lectures were carried

ner possible. Meanwhile listening to the directions and information dispensed so freely by the "biggest little starterman" in the country, Thos. E. Culp, who, in a very convincing manner, points out the defects or good qualities about a particular starter and tells how these may be averted or obtained, as the case may be. Incidentally giving directions how to make a first class starter (without which it is impossible to make the very best butter) from whole-milk, skim-milk, powdered milk or condensed milk. The keynote of it all seeming to be good material to start with, thorough pasteurization, cleanliness, proper temperatures and good care of the finished starter.

Buttermaking.

From the hallway we proceeded to the creamery where the different branches of creamery work, such as the receiving and

grading of cream, pasteurization, cream ripening and churning were carried on by various groups of men. Just then Prof. Mortensen happened in and called the whole lot of students over to the pasteurizers and ripening vats and explained the three different methods of pasteurizing and ripening the three different lots of cream for churning the next day. Briefly he outlined the advantages and disadvantages of each of the different methods of pasteurization and cream ripening, the effects and results of which could be further studied and observed in the next day's churnings.

The group then returned to their particular places of work, while we stood and watched, for a short time, the operation of the continuous pasteurizer, the vat pasteurizers and the areator or blower. How interesting it was to notice the simplicity and yet quite complicated process of pasteurization and cream ripening; not to mention the many demands made upon the workman's intelligence and good judgment regarding the operation of the different kinds of machinery and just how to handle to best advantage any particular lot of cream.

Proceeding on our journey we came to the churns where the experts of that particular phase of the work were demonstrating how best to operate the churn and handle the butter in order to get it in the best possible condition for marketing and still get moisture and salt incorporated in such manner and quantities as will meet with the approval of both manufacturer and consumer. When we mention such names as Brunner, Chapman, Gudknecht, Clemmons and Joslin every Iowa butter-maker knows that the work of churning, cream ripening and pasteurization were in good hands. Just before leaving the creamery we noticed a number of different scales for weighing cream and butter, and among others the automatic scales which, if they prove durable, undoubtedly will have quite a future in the dairy industry, even though the price of the scale is rather high.

Fermented Milks.

In the hallway adjoining the creamery we ran across Prof. B. W. Hammer, who very graciously treated us to Kefir, Kumus and Bulgarian butter-milk and all of it was first class. Meanwhile the professor explained to us the process of manufacturing these different drinks which, due to their healthfulness, should be more widely used. The Bulgarian butter-milk having the advantage of a smoother and heavier body and no tendency to whey off when compared to the ordinary butter-milk.

Market Milk.

Arriving in the market milk room we found another busy place. Here the milk was run through the clarifier, a machine very similar to an ordinary cream separator, but in place of separating the milk from the cream it merely separates from the milk any possible dirt which might have entered during the period of production. From the clarifier the milk went into the pasteurizing vat or it was bottled right away for final package pasteurization. Both methods were in use and a huge tank for final package pasteurization indicated that this particular method was held in quite high esteem. We stopped for a while and watched every step in the handling of market milk at the factory, from the receiving of the milk up to the time when it was put into the refrigerator and iced ready to be put on the delivery wagon. Having watched all of this we made up our mind that if all market milk were handled in a similar manner, there would be no more complaints about poor milk.

(Continued on page 20)

Geo. M. Baer

C. G. Heyd

Butter, Eggs and Poultry

GEO. M. BAER & CO.

References: Corn Exchange
National Bank, Philadelphia;
Commercial Agencies.

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USE STARTER! WHY?

We can promise you results in making starter from our Culture.

For years we have been studying on developing such a vigorous Culture that if you add it to the cream, it will at once take the upper hand of any impurities present and develop the clean tasting, pleasant flavor and aroma.

We have succeeded in our endeavors, especially as we are able to give very definite directions how the starter should be handled by the buttermaker so as to keep the ferments contained in the Culture in their highest state of activity.

Therefore, we are able to promise definite results, and as it costs very little for you to find out if we are right, you should not hesitate to write us for a free sample.

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ST. PAUL, MINNESOTA

Southern Farmers Build Creameries?

PREPARED IN THE DAIRY DIVISION OF THE BUREAU OF ANIMAL INDUSTRY

The present depression in the cotton market has led the farmers to consider the advisability of growing other crops than cotton. This is a good time to change from the one-crop system to diversified agriculture, and many are seeking information in regard to the possibilities of dairying, especially the establishment of creameries. Prosperity has come to many agricultural communities by the successful operation of creameries, but, on the other hand, many farmers have lost money by investing in creameries of expensive equipment in localities not prepared to operate a creamery successfully.

The main requirement for the success of the creamery is a sufficient supply of milk or cream; an insufficient supply means failure of the creamery and a loss to all concerned. Experience has proved that about 600 southern cows are necessary to furnish cream enough to operate a creamery economically. The number of available cows in a community is generally overestimated. If whole-milk is to be handled it is not advisable to include in this estimate herds at a greater distance than five miles from the creamery. If cream is handled, herds 10 miles from the creamery can be included. A creamery must make at least an average of 1,200 pounds of butter a week in order to keep the expenses reasonably low. This will require about 1,000 pounds of butterfat. The smaller the output the greater the cost per pound of manufactured butter, for some of the expenses will remain about

the same whether the daily output is 100 or 200 pounds.

There are many closed creameries in the United States. Some of these were built where the people were not well informed on conditions necessary for the operation of a creamery. In most cases there were not cows enough to supply milk; in others failure was due to inexperience in making and marketing creamery products. Some of these creameries were organized by promoters whose whole interest was to sell the machinery and equipment at a high commission. The stockholders in these creameries generally found that they had paid a great deal more for the plant than if they had built it themselves.

Southern farmers should have a knowledge of the methods practiced by the creamery promoter, who is invariably a ready talker and in the most glowing colors shows the advantages of a creamery. He never presents the difficulties to be overcome, but shows only the bright side of the creamery business. Promoters make a canvass of the community, preaching the advantages of co-operative creameries. They may circulate literature in which large dividends from other creameries are shown and tell the farmer in fluent language what great returns can be derived from similar establishments in their community. The method which they usually practice is by misleading statements to get a few of the prominent men in a community to subscribe to stock in a creamery organization, after

which it is an easy matter to persuade others to subscribe. Instances have been known in which the promoter has induced farmers to sign what they thought was merely a statement favoring the erection of a creamery in the community if it could be organized and successfully operated, but afterwards the farmers discovered that they had signed carefully worded promissory notes. The paper they signed, when unfolded, revealed an ironclad contract for stock in the company. Thus the farmer, unaware of the real nature of the paper, thinks that he is only expressing his interest in the movement, but actually binds himself to purchase stock in the creamery.

Promoted creameries are seldom well organized; usually the buildings are cheaply constructed, improperly equipped, and cost from 50 to 100 per cent more than they should. Such creameries in the south generally fail in a short time.

If a community presents conditions that will make the successful operation of a creamery possible, and if the farmers after knowing the facts prefer to have the creamery built by promoters at a higher price than they can build it themselves, there can be no objection to this method, provided the creamery is properly built and equipped. The greatest injury done by the promoters is that they often sell creameries to farmers in communities where conditions are such that it is impossible for a creamery to succeed, and a creamery which has failed serves to discourage dairying in that and near-by communities for many years after the failure occurs.

There are some places in the south where creameries should be built, because they would furnish a steady cash income to the farmers who supply the milk or cream; but

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In every well managed creamery or cheese factory everything is done thoroughly and in the simplest and easiest way possible.

Those who use



appreciate that its high detergent and cleansing properties, together with its constant evenness in quality enable the work of cleaning to be done in the most efficient and the simplest and easiest way known. Once you have determined how to use it to the best advantage in your factory you have no need to change your methods, because Wyandotte Dairyman's Cleaner and Cleanser always has a dependable and uniform value. That is why it simplifies

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your work. Ask your supply man to include Wyandotte Dairyman's Cleaner and Cleanser.



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The J. B. FORD COMPANY, Sole Mnfrs.,

WYANDOTTE, MICHIGAN

This Cleaner has been awarded the highest prize wherever exhibited.

MADE IN THE U. S. A.

people without experience should not rush into the creamery business until they have become thoroughly informed on the requirements for the successful operation of a creamery.

As previously stated, the cream from about 600 cows is necessary to keep a creamery running economically; therefore, in a creamery agitation the first thing to be done is to make a thorough canvass of the territory from which it is practicable to obtain cream, in order to ascertain the number of cows actually present over and above those required for the production of milk for home use. This information will furnish the basis for definite plans. After ascertaining the number of cows which could furnish cream to the proposed creamery, upon request, this information should be sent to your state agricultural college or to the dairy division, Bureau of Animal Industry, Department of Agriculture, Washington, D. C., either of which will supply instructions and plans for the organization, building, and equipping of a creamery suited to conditions, provided such a plant is likely to succeed in that locality.

THE MARKETS

CHICAGO.

Trade Rather Quiet—Good Supply of Fancy Butter Being Received.

[By the Creamery Journal Staff Correspondent.]

Viewed from a commercial angle, the local butter market has been without a great deal of excitement during the past two weeks. In fact, trade has been rather quiet. The demand is not as good as a few weeks ago, and in spite of the fact that a great deal of fancy butter is now coming to the market—more than before the holidays—buyers are going back to their old plan of refusing to close purchases on account of the high price. This is expected to bring down the figure on fancy butter within the next few days, declare the dealers here.

Retail grocers and other handlers of butter throughout the city are complaining of a poor consumptive demand, although they cannot give any particular reason for the same. Those firms which have a great deal of butter in storage are a little concerned

about the situation, but they have not yet arrived at the point where they are alarmed, and in the meanwhile it is very likely that the market will take another turn. In the opinion of the writer light receipts for a few days would clear the atmosphere. The situation is no more serious than that.

The storage men are now confronted with the condition which frequently arises at this time of the year. They can sell only the best grades of butter. There is no demand for any other kind. However, they are holding firm, confident that they can unload at a satisfactory figure a little later. Packing stock is moving better than any other variety of low grade butter, and is holding well up to the current quotation, as indeed it has done so for the past six months or more.

That's about all there is to the butter market at present from a strictly dollars and cents, demand and supply viewpoint. However, there is a great deal more to tell about the history of butter here during the past two weeks than mere dry features about the dollars and cents side of the market. In the doings of men and organizations shippers will find more of interest, perhaps, than they will in the technical side of the market. The writer often wonders, indeed, whether the news and views which he gives in the regular letter about the price end of the market are received with the interest which warrants the space given to them. The creameryman of today, even if he be located hundreds of miles from the central market, keeps himself well in touch with the quotations and nine times out of 10 he has opinions of his own as to which way the market will turn. Many times the writer, enjoying the confidence of men high in the trade here, has made certain predictions about the market in this respect and many times he has had the satisfaction of finding that he was right. At other times he has been mistaken, just as the best in the business fall down on this little job of forecasting the market. C. E. McNeill, Dan Coyne Jr. and Joe Borden are excepted from this statement. They are always right.

One of the most important events of the past week was the election of officers for the coming year on the Chicago Butter and Egg Board. The event was without special feature, as there was only one ticket in the

field and it was generally conceded that there would be no opposition to the regular slate. The officers for next year as elected are: President, C. E. McNeill; vice-presidents, Charles J. Bowman and Frank P. Collyer; secretary, A. D. McIntyre; treasurer, William H. Whitcomb; directors, to serve for two years, Thomas W. Brennan and Charles J. Eldredge, Charles S. Borden.

For a time it looked as though there might be some opposition in the form of a young men's ticket, but the older heads on the board very properly took the leaders of this little filibuster to one side and told them that this was no time for bum humor, such as was displayed last year. Serious problems, which threaten the very existence of the trade as it is now conducted, must be mastered during the coming year, and the helm must be grasped by the big chiefs who are many in years and wise in council. In the selection of Charles S. McNeill the board has placed at the head of the organization a man who is widely known and respected for his judgment and business acumen. He has a quality which is none too frequent among the honest outspoken butter men. He has tact. In addition, he knows the butter business from top to bottom, as any shipper who has had dealings with him knows, and for this reason he commands the respect of all others in the trade. He is one of the hardest workers in the business, and has the rare ability to get things done. He attempts few things which he does not push to a successful conclusion in spite of the obstacles which he may find in the way.

Before adjourning, the board gave a vote of thanks to John B. Mitchell, of J. H. White & Co., president during the past year. Mr. Mitchell's administration was filled with success. Perhaps the most remarkable feat he accomplished was the prompt opposition he brought to the measure which was recently before the city council to place the commission business of the city under bond and under the direct control of the city health department. He was successful in getting the obnoxious bill defeated before it was out of the committee. The board also thanked the other officers of the organization who have so cheerfully given their valuable services for the common good during the past year.

If the writer had been writing this news letter a few years ago, when he was just out of college and "cubbing it" on a city newspaper, he would have started the letter with a "lurid" story about the great "conflagration" which for a time last week threatened to hasten the removal of the produce district to a new home by several dozen months. The flames broke out during the night in the process butter factory of J. N. Adams and before the firemen, after an all night battle, were crowned with victory more than \$100,000 worth of damage had been done to several firms along the street. In spite of the fact that it was early in the night, the blaze was not discovered until it had gained a good headway, and after that the department was rather slow in arriving, according to witnesses. By a great effort the fire fighters succeeded in confining the flames to the building where they started. The establishment of Lepman & Heggie, well known commission dealers, was injured by smoke and water to the extent of about \$12,000. The loss to J. N. Adams is about \$30,000. All of the machinery used in the manufacture of process butter was destroyed. The store of G. W. Randall & Co. was also damaged to the extent of about \$8,000. The Adams establishment was on the third floor of the building occupied by W. D. Collyer & Co.,

the well known butter house. Batterman & Kelley, a neighboring firm, lost about \$5,000. Mr. Collyer could not estimate his loss, he said. Fortunately all of the firms touched by the fire are well insured, so that the real loss in the end will not be great. Business of the firms is progressing as usual, although under some difficulty for the present.

PHILADELPHIA.

General Trade Quiet—Inadequate Receipts of Fancy Goods.

[By the Creamery Journal Staff Correspondent.]

With the marked falling off in the demand for butter since the opening of the year, general trade is very quiet. Even the small percentage of the receipts, grading fancy, which has not been equal to the needs of the trade, is now in some accumulation and though prices have been lowered all along the line, no improvement in conditions can as yet be noticed, and as the most of the large buyers have considerable holdings and are trying to clean them up before taking on much fresh stock, the outlet is discouraging to the receiver.

The movement from the coolers has been heavy, as a large number of distributors have been using storage stock. The best marks of these goods had a good outlet until the break in price on fine goods, but now they are more or less neglected. The medium stock finds fair sale at the prevailing quotations but the lower grades are held at too high a figure to effect ready sale and buyers are taking substitutes in place of these cheaper butters. Several large butter dealers on this market have taken out licenses to sell oleo and are doing a good business.

Ladles are not showing much activity. There is a fair quantity in storage which was put there for a higher market, but owing to the mild weather and lower values in butter, the owners are anxious to unload and are freely offering them on a basis of 23c.

Packing stock is in fairly liberal receipts. No. 1 stock moves out readily at 21½c and No. 2 has a fair outlet at 19@20c, but the poorer qualities are more or less neglected and sell at irregular figures. We quote western, fresh, solid packed creamery, fancy specials, 36c per pound; extra, 34c; extra firsts, 33c; firsts, 32c, and seconds 28c. Ladles 23@24c as to quality.

BOSTON.

New Year Starts Encouragingly—Storage Stocks Reducing Materially.

[By the Creamery Journal Staff Correspondent.]

The new year opens with a fairly satisfactory butter situation. There has been a pretty good movement the past two weeks, and storage stocks have been reduced more than for several weeks previous, so that the stocks in warehouses here are smaller than a year ago. Up to the beginning of this week prices ruled quite firm, with an upward tendency, but at the close there are indications of a turn in favor of buyers, and the demand has slackened off. As Boston did not follow the extreme prices quoted at other places in December, she has not yet eased off much, and no radical decline is expected in January. Still the future is uncertain, as nobody can foresee what turn the market may take.

For the best fresh creamery coming here the past two weeks 33@33½c has been the ruling selling rate, with occasional fancy lots ranging up to 34c. As the market stands today, no more than 33c could be realized for wholesale lots, and it would

have to be a full extra to command that. Firsts have been selling at 29@32c, but this rate would have to be shaded in order to find buyers at the close. Seconds have ranged 26@28c, and thirds 24@25c. Ladles are cleaned up pretty well at 22@23c. Renovated ranges from 25@26c, with most sales at 25½c. There is no packing stock here of consequence, and only a nominal quotation of 20@21c can be given.

The statistical situation is attracting marked attention. Although the consumption for the last few months of the year figured out a slight decrease, the statement for the full calendar indicates some increase.

Receipts for the 12 months of 1914, including the stock carried over from the year previous and deducting exports, total 81,885,735 pounds against 80,842,487 pounds in 1913.

After deducting stocks in warehouses December 26th, the consumption for the 12 months figures out 72,922,533 pounds against 71,168,283 pounds in 1913, an increase of 1,754,250 pounds. In round numbers, it appears that the average weekly consumption for 1914 was 1,400,000 pounds.

Receipts at Boston for the past two weeks aggregated 1,369,577 pounds against 1,368,116 pounds same time last year. These figures indicate that the current receipts are about half of our average consumption, and the remainder has to be drawn from cold storage.

The stock in cold storage in Boston was reduced 12,301 packages for the week, and on Saturday, January 9th, the total was 147,524 packages against 149,718 packages, a decrease as compared with a year ago of 2,194 packages. The weight of the packages in storage average 51 pounds.

Cold storage butter is meeting with a good demand from the retail dealers, who find that their customers take it in preference to a large portion of current make. Sales the past week have been at 32@32½c for extras, and some special lots are not offered under 33c. What effect the easier tendency on fresh will have on held goods remains to be seen, but so far holders refuse to make any concessions on best quality.

The fact that the last statement of 47 associated warehouses shows a decrease of 6,000,000 pounds in their total holdings as compared with a year ago has a tendency to strengthen the views of holders here, and the prevailing opinion is that no material decline in prices will soon be made, but of course our market will be influenced by the action of other places. One cause for a general decline would be an unusual increase in the winter output, and as January so far is comparatively mild and the arrivals so indicate some increase, a break may come sooner than expected. But this we must leave to the future for settlement.

"Well, I must confess, I am somewhat puzzled at the turn the market has taken," responded a large dealer to our question about the butter situation. "I did not expect any material change in the market this month, and I still have confidence in the future, so far as storage stock is concerned. But these are peculiar times, and sudden changes need not surprise anybody."

Among other things affected recently by the general raise in freight rates is salt. The commission in charge of the matter has denied a suspension of advances in freight rates on salt from Kansas and Michigan and Chicago and St. Louis. The increase ranges from 6 to 20 per cent and is now in effect.

A Square Deal

THAT'S what we believe in and that's what you will get if you ship us your butter.

We give correct weights and full value according to quality for every pound of butter, and we call this a square deal. Furthermore, we have the outlet, the money and the most efficient organization to handle the business right and economically, so we can give a square deal.

You will profit by giving us a chance in a business way to prove our assertions.

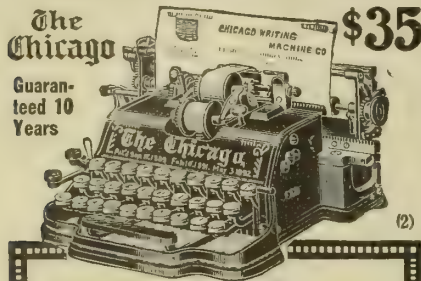
Try us and see for yourself.

The Fox River Butter Co.

The House of Quality and a Square Deal

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Western Representative



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10 Days FREE Trial

Write all the letters you want to on it, keep it full 10 days before you decide. See for yourself that this machine will do all that any hundred dollar machine will do and more. Note the interchangeable steel type wheel, eraser plate, envelope addressing plate, and many other exclusive features. If pleased, pay only \$3 a month until machine is paid for. If you are not satisfied, just return the outfit at our expense and your money will be refunded in full. You take no risk whatever. Every machine GUARANTEED FOR 10 YEARS.

FREE LEATHERETTE CARRYING CASE

We have a limited number of handsome leatherette carrying cases with fine brass trimmings (worth \$5) which we will give to those who order promptly. If you want the finest typewriter outfit you ever saw—a 10 year guaranteed machine, fine case and complete instruction book, all for only \$2 down, write for catalogue folder today.

GALESBURG WRITING MACHINE CO.
Department 620 Galesburg, Illinois

First Minnesota Educational Scoring

Below is given the list of buttermakers who participated in the first of the four months' educational butter and cheese contests. There were 200 entries, four of which were cheese. The average score of the butter is 91.86 and of the cheese 93.41. The number of entries far exceeded our expectations for this time of the year.

On account of the second contest coming so near to the meeting of the state dairymen's association it was decided to hold our contest together with theirs.

N. J. Hedlund, Armandale.....	93 3/4
A. V. Lindberg, Nelson.....	93 3/4
C. E. Rausch, Mapleton.....	91
Geo. A. Holmes, Biscay.....	93 3/4
S. B. Bayer, Pierz.....	91
L. N. Graham, Good Thunder.....	92 3/4
Fred Precht, St. Clair.....	90 1/2
Harry Lundgren, Lafayette.....	91
E. H. Larson, Elgin.....	91 3/4
M. N. Mossing, Byron.....	91 1/2
Soren Kristensen, Kiester.....	91 1/4
A. H. Dannheim, Nicollet.....	92 3/4
Oscar N. Johnson, Comfrey.....	91
Geo. N. Drake, Bellechester.....	92 3/4
R. A. Reid, Rice.....	90
Geo. Larsen, Lansing.....	93

Aug. Swensen, Eagle Lake.....	91
Chris Hanson, Hanska.....	92
H. L. Stenberg, Atwater.....	92 1/4
W. E. Redman, Montrose.....	92 1/4
Fritz Lehmborg, Hills.....	93
Theo Peterson, Maple Plain.....	92 3/4
Alex Johnson, New Ulm, R. 6.....	93
M. P. Mortensen, Albert Lea.....	95 1/4
D. D. Sorensen, Sherburn.....	90 1/4
Senius Nelson, New Prague.....	93
Ernest Johnson, Lafayette.....	92 1/4
Rich Schafer, Arlington.....	91 1/4
Chris Jensen, Gaylord.....	91 3/4
James Rasmussen, Albert Lea.....	93 3/4
B. A. Christians, Arlington.....	91
Mrs. Kath. J. Mokler, Little Falls.....	92 3/4
Max Renner, Springfield.....	92 1/4
J. W. Engel, Pratt.....	90 1/2
J. A. Fisk, Farmington.....	90 1/2
A. D. Fishor, Owatonna.....	92 3/4
Emil G. Ohman, Delano.....	94
O. W. Olson, Hawick.....	92 1/2
Anton H. Nelson, Grove City.....	93 1/2
Frank J. Nagel, Dassel.....	91 3/4
Sam Nelson, Twin Lakes.....	92 3/4
Otto R. Mau, Young America.....	92
E. O. Quenvold, Hutchinson.....	94
D. W. Peterson, Windom.....	92 1/4
F. A. Peterson, Lindstrom.....	92
Will H. Donney, Cologne.....	92 3/4
H. A. Goetsch, Wadena.....	92 1/4
H. H. Lunnaw, Mayer.....	91 3/4
E. T. Johnson, Freeborn.....	92 1/4
Joseph Brey, Winona.....	92
E. W. Redman, Howard Lake.....	93
Rich Robertson, Howard Lake.....	92 1/2
A. J. Anderson, Otisco.....	93 1/2
O. W. Osterberg, Clearwater.....	92
E. N. Johnson, Santiago.....	92
F. F. Foss, Dassel.....	90 1/2
John A. Davis, Princeton.....	92
W. I. Moline, Braham.....	93 1/2
R. M. Madsen, Darwin.....	93 1/2
Bartel P. Jurgens, Litchfield.....	91 1/2
M. Sorensen, Pelican Rapids.....	91 1/4
M. A. Schons, Mankato.....	92 1/2
E. J. Colin, Braham.....	92
C. W. Green, Hartley, Iowa.....	93 1/4
Martin Anderson Lewiston.....	91
E. J. Lohmann, Lake Elmo.....	92 3/4
C. A. Scott, Jordan.....	91 1/4
Syver Larson, Lake Crystal.....	93 1/4
Geo. H. Peterson, Triumph.....	91 3/4
Edwin Urling, Webster.....	93 1/4
N. C. Erickson, Grand Meadow.....	90 3/4
A. H. Nelson, Taylor Falls.....	92
F. J. Kassube, St. Francis.....	90
John F. Helms, New Richland.....	91 1/2
H. Wenger, Kilkenny.....	91 1/2
Gus Knudson, Armstrong.....	92 3/4
A. T. Parsons, Traverse.....	93
H. E. Jeppesen, Garden City.....	93 3/4
A. O. Jensen, St. Peter.....	91 1/2
Arnie Cliffgaard, Ivanhoe.....	91
J. H. Wortenberg, Claremont.....	92
Fred Hanson, Lake Crystal.....	93 3/4
John Grosser, Geneva.....	93
Henry Deserock, Geneva.....	92 3/4
H. V. Larson, Badger.....	90 1/4
H. H. Muckala, N. Y. Mills.....	92 1/4
C. C. Thoen, West Port.....	92 1/2
Axel Selvig, Westbury.....	91 3/4
Theo Sunde, Dakota.....	91 3/4
Max W. Siegel, Bertha.....	92 3/4
R. J. Moehl, Morristown.....	92 1/2
Ed H. Petersen, Waterville.....	93 1/2
A. G. Redman, Buffalo.....	93 3/4
Otto C. Petersen, Mentor.....	90 1/2
Fred Stenberg, Atwater.....	91 1/2
G. C. Pettes, Rapidan.....	94 1/4
A. W. Seidel, Claremont.....	93 1/4
Harvey Anderson, Clinton Falls.....	95 1/2
Ed O. Prestegard, Northwood, Iowa.....	93
G. B. McChord, Rushmore.....	90 3/4
Ed M. Sederbergh, Stewartville.....	92 3/4
Anton Baltes, Long Prairie (Tub No. 1).....	92
Gus A. Dahlbig, Foreston.....	90 1/4
Anton Baltes, Long Prairie (Tub No. 2, Comp.).....	92 1/4
E. C. Eppler, Loretto.....	91 3/4
L. M. Jacobs, Pierz.....	91 1/4
R. J. Rick, Norwood.....	93 1/2

A. C. Jorgenson, Brandon.....	90 1/4
F. H. Bartelt, Pease (Comp.).....	91
F. H. Bartelt, Pease.....	93
Theo V. Scott, Wendell.....	91
Oscar Aase, Kenyon.....	91 3/4
A. P. Tuttle, Medford.....	92 1/4
Geo. F. Westerman, Brocton.....	92
Carl W. Carlson, Finlayson.....	90 1/4
J. A. Simpson, Deer Creek.....	91 3/4
B. A. Finch, Rush City.....	92 1/4
C. L. Gulsvig, Kirkhoven.....	92 3/4
F. W. Hedtke, Norwood.....	93 3/4
Gus Skoglund, Carlos.....	90
F. B. Clark, Ashby.....	92
Frank T. Johnson, Kokato.....	91 1/2
Arthur Tuttle, Faribault.....	91 3/4
John M. Schmidt, Litchfield.....	92 3/4
O. A. Nyfot, Lake City.....	92 1/4
Alfred Camp, Owatonna.....	92 3/4
Helmer P. Hanson, Hartland.....	91 1/4
John Christensen, Northfield.....	92 1/4
Chas. Granneth, Waconia.....	92 1/4
Thos. A. Aalid, Alpha.....	90 3/4
S. H. Hagen, Jackson.....	92
L. Haslerud, Thief River Falls.....	92 1/4
Emil Schudeiske, Carlos.....	92 1/4
G. H. Steinke, Eden Valley.....	91
J. R. Hanson, Clarissa.....	92 1/2
Henry Springer, Alden.....	93 3/4
T. M. Scott, Motley.....	90
Ed Anderson, Hayward.....	92 1/2
Willie F. Bechtel, Hutchinson.....	92 1/2
Jacob F. Puelita, Springfield.....	92 1/4
R. E. Robinson, Underwood.....	94
N. A. Rasmussen, Ottertail.....	93
A. H. Jurgensen, Buffalo.....	95
Peter J. Olson, Holmes City.....	91
E. S. Hanson, Maple Lake.....	93 1/4
Albert Anderson, Erskine.....	92 1/2
O. E. Weber, Rockford.....	91 1/2
J. J. Harms, Dent.....	92 1/2
W. E. Cleveland, Darwin.....	94 1/2
Oscar Martenson, Bowls.....	92 1/4
Wm. C. T. Boettcher, Browerville.....	90 1/4
M. A. Nielson, Lake Benton.....	91
M. Skooglund, Eagle Bend.....	92 1/2
C. E. Redman, Osseo.....	91 1/2
Herman Christensen, Delavan.....	92
A. L. Radtke, Plato.....	92 1/4
Wm. Gildemeister, Rushford.....	91 1/2
F. A. Johnson, North Branch.....	91 3/4
Fred Kuhn, Winthrop.....	92
W. I. Noyes, Tracy.....	90 1/2
E. A. Wahlstrom, Grandy.....	92 1/2
Arthur Gustafson, Mora.....	91
A. J. Ruttum, Hendricks.....	92
J. E. Underwood, Hutchinson.....	92 3/4
W. J. Kenth, Buffalo Lake.....	92
J. E. Underwood, Hutchinson (Comp.).....	92 3/4
M. Langenfeld, Belle Plain.....	91
E. L. Holman, Chaska.....	92 1/4
R. W. Franklin, Adams.....	91
I. S. Orbeck, West Union.....	92
Ole O. Rusley, Twin Lakes.....	93
Geo. Heine, Conger.....	92 3/4
Anton Madsen, Morgan.....	92 1/2
C. A. Hogass, New Richland.....	92 3/4
Julius Ramsey, Myrtle.....	93 1/2
John Krautbauer, Alma City.....	92 1/2
John J. Marx, Hospers, Iowa.....	91

Cheese.

Jack Kennan, Pine Island.....	93 1/2
Chris Martig, West Concord.....	93
Ed E. Miller, Zumbrota.....	94 3/4
Hy C. Crever, Osseo.....	92

Wisconsin Dairy School.

One hundred and fifty-one students entered the 12-weeks winter dairy course at the University of Wisconsin. This course began November 6th with nine more students than we had at the same time last year.

Nearly every one of these men has worked as a helper in a creamery or cheese factory at some time during his career, and 44 of the total number have worked as first man for from one to six years. At the time of entering there were in the class about 70 buttermakers and 80 cheesemakers. Fifteen members of the class came from outside the state, leaving 136 coming from the creameries and cheese factories of Wisconsin.

This year the students are getting instruction in running a community laundry along with their other work, as the school is supplied with the necessary machinery for washing and rough drying 100 pair of white overalls at one time. The laundry machinery is run twice each week as a part of the clean-up work in the creamery and cheese factory, the machine shop and the milk testing laboratory.—E. H. Farrington.

JOHN H. FICKEN

CARL H. ZINN

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Fancy Butter, Eggs & Cheese

Always in need of fancy butter; prompt sales assured. Correspondence solicited.

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Foreign Notes of Interest

By JACK BROOKS

(Written especially for The Creamery Journal.)

A new butter churn has made its appearance in England, the invention, apparently, having been hailed with delight by dairy farmers. The new churn has a treble-action movement by which it is claimed cream is turned to butter almost instantaneously and milk into butter in a quarter of an hour.

This new acquisition to the British dairy business is practically three churns in one. It is convertible so as to act as a barrel to be used after the manner of the old-fashioned box churn by itself or as a combination of barrel and box.

The essential principle of this machine consists in the fact that the barrel and beater shaft are driven in reverse directions. One part is driven from the countershaft by means of gear wheels, while the other rotary part is driven by sprocket wheels and a chain drive. A child can manipulate the churner. The barrel can be detached from the stand and the beater from the shaft without disconnecting the chain drive at all.

What is believed to be the model creamery of its kind and which is built so that the milk falls by gravity through the various tanks and apparatus, thus eliminating labor and power in pumping, has been erected by the Suffolk Dairy Farmers' Co-operative Society in England. The ground was donated by a member of parliament and the plan was the outcome of much study of all the big creameries of the country. A description of this new plant may not come amiss to American dairy farmers and milk traders.

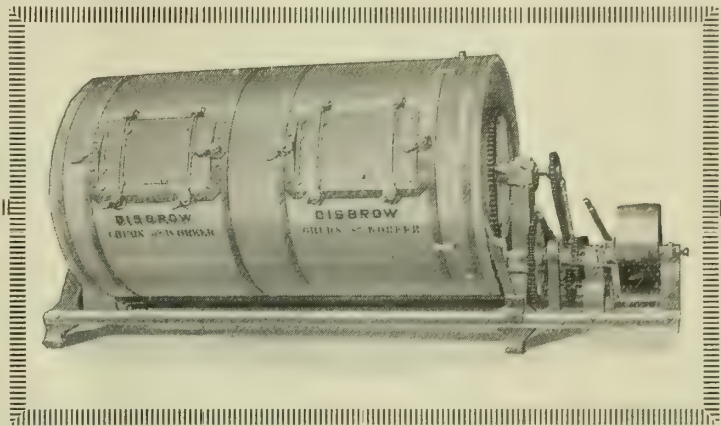
In the first place advantage was taken of an embankment which takes the public road over a railroad bridge, and which allows of milk delivery at an exceptional height from the ground. Thus the second floor is entered direct from the road. It is reached by a bridge spanning the slope of the embankment. The bridge serves as a "bay," since carts unloading milk do not encroach on the public road. The milk is delivered onto a receiving platform at tail-board height, from which it is tipped into a special milk weighing machine, which automatically punches duplicate tickets with records of the weights, etc. This receiving platform is fitted up with a sterilizing and washing apparatus for churns and a milk testing bench with the necessary appliances. The contents of each churn are tested as delivered. On a lower level of the same floor is a milk tank platform on which are fitted two special tanks that receive the milk by force of gravity from the weigher. From these tanks the milk is transferred to the coolers, the churns or the cheese vats on the ground floor (first floor).

On the first floor is a general room 49 by 26 feet in which the main creamery work is done and the cheese made. Next to this is the cold storage room 20½ by 14 feet, the floor, walls and ceiling of which are insulated. This room contains the refrigerating plant. Opening out of the general room is the washing room containing receiving and sterilizing apparatus for milk churns and cans returned from various parts of the country. An engine room 38 by 12 feet built to accommodate a super-heated steam engine of from 17 to 21 horse power capable of working an overload up to 25 horse power, accommodates the compressor,

forming part of the refrigerator plant and the dynamo for electric light supply. The engine is mounted on a 24 horse power boiler to admit of steam being used for sterilizing purposes without robbing the engine. An underground tank feeds the boiler, it collecting the rain water from the roofs. The tank also takes in slightly

warmed waste water coming from the milk cooling apparatus or from the main supply from the storage tanks. The engine being a combination boiler, super-heater and engine, no boiler house is necessary. The coal stores, pump room and battery room adjoin the engine house. In the center of the pump room an artesian well of five inches diameter is sunk to a depth of 280 feet.

The cheese store connects with the milk tank platform and with the general room by stairs. It can be easily cooled or heated as required. The various platforms and stores are served by elevator from the ground. The walls of the creamery building are built with a cavity and all the roofs



DISBROW

COMBINED CHURN AND BUTTER WORKER

Helps the United Dairy Co.

Win Gold and Silver Medals

Read their letter in full. It contains a significant message to every creamery man:

"Relative to the Disbrow Churn which we are using in our Butter Department in Chicago, we wish to state that same has been in operation for more than two years and has given us excellent results.

"We believe it is the best churn on the market, having special features excelled by none. Its construction, general appearance and easy operation appeal especially to us. It handles the butter nicely and is a thorough worker. We, of course, feel especially proud of this churn because it has helped us to win both the National Gold Medal and the State Silver Medal at the National Dairy Show held at Chicago in October of this year.

"We believe this churn would merit the choice of anyone in the market for a high grade churn.

"With kind thoughts and best success, we are,

Yours very truly,

UNITED DAIRY COMPANY.
(Signed) Sol Eisenstein."

Write for 16-page book fully describing the noiseless, gearless operation the perfected, simple interior mechanism that makes it easy to keep clean and sanitary, the Disbrow Strainer Faucet, the Disbrow Churn Timer and other important features invented by Disbrow.

Minnetonna Co., Farmers Bank Bldg., Owatonna, Minn.

THE CREAMERY JOURNAL

The National Creamery Magazine

Published semi-monthly—on the 1st and 15th—at 407-409-411 Commercial Street, Waterloo, Iowa by

FRED L. KIMBALL COMPANY

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DEVOTED TO THE CREAMERY INTERESTS OF
THE UNITED STATES.

E. R. SHOEMAKER - - - Editor
E. T. SADLER - - - Associate Editor

Subscription Price: In the United States, Mexico, Cuba, and American Possessions, 50c per year. In Canada, 75c per year. In all other countries in the Postal Union, \$1.50 per year.

Correspondence relating to buttermaking, creamery management, creamery machinery, shipping, the commission trade, exporting, refrigeration and all subjects pertaining to the handling of dairy products in a wholesale way is cordially invited, and the co-operation of creamery owners, secretaries, buttermakers, commission merchants and other thinkers is earnestly desired. Clear, concise, well written articles are especially welcome; and communications, views, news items, clippings, or any information likely to interest the trade will be thankfully received.

Advertisements. Rates made known on application. Changes of advertisements should be sent in before the 5th and 20th of each month. The Creamery Journal will not print the advertisements of unreliable or dishonest firms.

Subscriptions. Subscribers wishing change of address will please give the old as well as the new address.

Entered as second-class matter November 15, 1908, at the postoffice at Waterloo, Iowa, under the Act of March 3, 1879.

WATERLOO, IOWA, JANUARY 15, 1915.

COMING CONVENTIONS.

Wisconsin Buttermakers' Association, Fond du Lac, February 2d, 3d and 4th. G. H. Benkendorf, Madison, Wis., secretary.

Illinois State Dairymen's Association, Peoria, February 3d, 4th and 5th. Geo. Caven, 136 W. Lake street, Chicago, secretary.

Michigan State Dairymen's Association, Flint, February 16th, 17th, 18th and 19th. Geo. H. Brownell, 142 Lafayette Blvd., Detroit, secretary.

North Dakota Dairymen's Association, Minot, February 23d, 24th and 25th. R. F. Flint, secretary, Bismarck.

National Creamery Buttermakers' Association, Mason City, Iowa, March 9th, 10th and 11th. Martin H. Meyer, 1011 W. Washington Ave., Madison, Wis., secretary.

"It would please the secretary of the National Creamery Buttermakers' Association if you would properly explain to me the object and intent of the editorial of December 15th. You mentioned some things which are beyond my comprehension, and indicate or insinuate that there is something radically wrong and that you only know the exact remedy. At least, it would please me very much if you would not make such extreme misstatements in your editorials, but confine yourself to the truth. Editorially overslopping is a bad business and a number of boys came to me and said they could not understand why you wrote that editorial. They thought you must have felt gloomy.—Martin H. Meyer."

We don't know that we can "properly explain the object and intent" of that editorial, as we tried to make ourselves understood the first time. Mr. Meyer is not the first to criticize our stand, but he is the second.

Now, in the first place, if anyone interpreted that editorial as being "gloomy" or a knock against

Mason City or the National Creamery Buttermakers' Association, we will apologize at once. It certainly wasn't so intended.

If Mr. Meyer, or anyone else, can take the files of The Creamery Journal and show us a single instance where we haven't enthusiastically boosted conventions—national or state—or anything which would promote or create interest in dairying and buttermaking, we will publicly apologize for being in the trade paper business.

However, we didn't insinuate that there was something wrong with the national conventions. We made the statement positive. Everyone will remember the monster convention held at St. Paul in March, 1908. It was a real old-time convention without the "rough stuff," and demonstrated that booze and riot were not necessary. The attendance was large and everybody returned home full of enthusiasm and a determination to never miss another national convention. In 1909 the meeting was held at Milwaukee in connection with the National Dairy Show. That also was well attended and the convention very successful, but it lacked the "pep" so manifest at St. Paul. In 1910 the meeting was in Chicago during the National Dairy Show and it was nothing more than a good state convention. The 1911 gathering was about the same; there was no convention at all in 1912, and in 1913 and 1914 there was but very little interest. At the last convention a handful of members discussed, chiefly, the matter of reorganization.

In view of these conspicuous facts, we are criticized for "insinuating" that something was radically wrong. If there isn't anything wrong, why haven't we had any big convention since the St. Paul meeting? And we may go a little farther and say that Mr. Meyer has been one of the principal advocates of reorganization.

Not knowing just what portion of our editorial Mr. Meyer brands as misstatements and untruths, we will not attempt to reply. In fact we don't want to be misunderstood as being in controversy with Secretary Meyer or anyone. We are simply in earnest in our views regarding the N. C. B. A. We are going to do all in our power to make the Mason City convention a success, and we regret if our December 15th editorial was misunderstood.

Now is the time of times for everybody interested in the creamery business to get back of the national association and put it on its feet. Let's make it a regular Sunday revival. Every buttermaker in the United States who can possibly get away should "hit the sawdust trail" to Mason City in March. This is the time when you should respond to loyalty to the association regardless of what the past few meetings have been. The one way to change things—to put the National Creamery Buttermakers' Association back on the map, so to speak—is to attend the convention. Attendance is the great breeder of enthusiasm, and enthusiasm is the greatest breeder of accomplishment.

But we repeat: Let's do something to put life and vim and hurrah into this convention. Let's have special trains, a big street parade, flying banners and brass bands.

You Are Letting Profits Slip Away—Unless You Use Dandelion Brand Butter Color

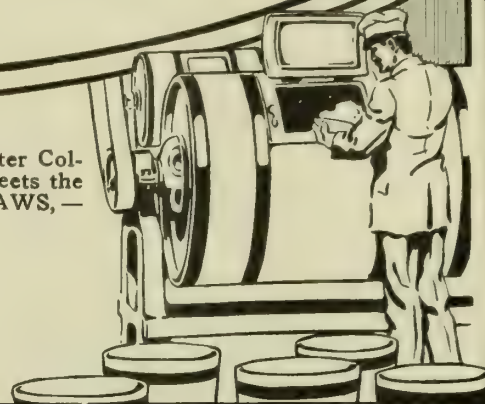
Dandelion Brand Butter Color gives butter the deep yellow shade natural only in June. It adds enough weight to pay for itself, and makes butter bring the highest price.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,—STATE AND NATIONAL.

WELLS & RICHARDSON CO.
Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand

The color with



Butter Color

the golden shade

are insulated for the purpose of maintaining equal temperature.

This co-operative society has a paid up capital of over \$6,000 which is being used for trading purposes. The capital for building and equipment was borrowed and is repayable by monthly installments over a period of 14 years. A motor lorry will be run to collect milk supplies.

One-year Course in Dairying at Ames

A one-year course in dairying beginning February 1st is offered at the Iowa State College. Those desiring to take this course should be ready for classification by January 29th or 30th. The work is as follows:

First Semester.

Dairy practice; buttermaking; milk testing; judging dairy products; cheesemaking; factory management; preparation of ice cream and ices; feeding, breeding, judging dairy stock and general farm crops.

Second Semester.

Dairy practice; buttermaking; milk testing; bacteriology; dairy engineering; feeding, breeding, judging dairy stock; dairy chemistry, and soils and fertilizing materials.

Dairying offers great opportunities for young men at the present time. A great many more calls for trained dairymen to take charge of dairy establishments of different kinds are coming in than it is possible to supply. It is for this reason that the course in dairying is offered. That it is meeting a need is amply proven by the fact

that the average salary of those men who have completed this course has been somewhat over \$80 per month, not to mention the fact that a number have received an increase of over \$20 per month after being out a year.

That the dairy department at Ames is exceptionally well fitted and equipped to give instruction along all dairy lines will be understood from the following brief description of the work:

The creamery is equipped with three different makes of factory-size churns, three 200-gallon cream ripening vats and pasteurizers combined, two continuous pasteurizers, one blower, and of course all the auxiliaries that go with this apparatus, also two power separators, two steam and one electric tester, three starter cans and artificial refrigeration, thus showing that there is ample opportunity to become thoroughly acquainted with the latest methods of manufacturing, inasmuch as the factory is operated on a commercial basis six days of the week.

During the last year a market milk department was installed. It is now operated on a commercial basis every day of the week. This department is equipped with up-to-date machinery for a small plant, including clarifier, bottler, pasteurizer, a large tank for bottle or final-package pasteurization, and apparatus for manufacturing of artificial butter-milk.

Market milk is a subject becoming of more importance every day and that department, new as it is, proves to be one of the most popular and useful of all.

From 10 to 100 gallons of different kinds of plain and fancy ice cream and ices are made every day. This factory also is equip-

ped with ample and up-to-date machinery, including three power freezers, holding tanks, homogenizer, emulser, and artificial refrigeration plant.

Cheesemaking is again coming into prominence in Iowa and rightfully so, not so much for the sake of exclusive manufacture, but merely as profitable side lines in connection with the butter, ice cream and market milk industries. The many varieties of soft cheese prove especially popular in this respect and the dairy department has for this reason made arrangement for this work and secured an expert instructor along that line.

Thus it will be seen that the one-year course in dairying offers unlimited opportunities for the diligent student to become proficient along his particular line. For, while it is impossible to make a finished dairyman in one year, it gives him an excellent start with sure sign of rapid advancement over and above the man who has not had the opportunity of attending school.

While the dairy department does not promise to secure positions it is willing to assist the students in that respect and has always run short of men before all positions were filled. Those who start in with the course now in February will have a splendid opportunity to secure a helper's position during summer vacation and thus get some valuable, practical experience, and when they finish the course a year from now will have a good chance for securing a permanent position.

Young men interested in dairying make no mistake in taking this course and should prepare to attend. For further information address the Dairy Department, Iowa State College.



You can sell more butter and get more for it if it reaches the consumer as sweet, clean and fresh as when it left your churn. Protect it with Paterson Pioneer Parchment Paper—it keeps out dust, dirt and dampness. No other paper is so good.

Write for free book,
"Better Butter",
Every dairyman should read it.

**THE PATERSON
PARCHMENT PAPER CO.**
42 8th St., Passaic, N. J.



Purebred Registered HOLSTEIN CATTLE

Some of the finest Holstein herds in the country were founded by men whose interest in the breed originated with such an experience as prompted Senator Hackney of Minnesota to establish his model dairy.

Senator Hackney writes:
"If my little daughter had not been so delicate, so fragile that even noted physicians could not find an artificial food which would agree with her, I would never have learned that Holstein milk fulfills most completely all the requirements when food for infants or invalids is under consideration."

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NEW YORK.

Market Lacks Life—Trading Rather Dull— Consumption Curtailed.

[By the Creamery Journal Staff Correspondent.]

The butter market at present and during the past week or more has been devoid of any spectacular features. Trading for the most part has been rather tame and a stimulant has been required to keep the business moving at its normal volume for the season. With extras averaging around 34c for good, useful lots, retail prices have been maintained at a high level and this has resulted in a curtailed consumption. Jobbers are taking only enough stock to supply their immediate wants and those who have held butter are working on this. As a result of this disposition the market lacks snap.

Receipts show the usual wintry defects and while an improvement is noticeable from some of the creameries, this gain in quality is offset by the offering of other sections. There is no doubt that consumption over the city at large is limited not only because of the high prices but to the general retrenchment which is being practiced by housewives. Not only in New York City but in the nearby sections which are supplied through New York, there are a great many out of work and even though these people are using butter in a limited way, the aggregate curtailment in consumption is easily noticeable. There are thousands who are working part time or out of employment altogether and this cuts off to some extent the trading in the lower lines.

Receipts have continued moderate and this has kept the market on an even keel so that price changes from day to day have been of a minor nature. The arrivals last week were 47,883 packages, which, however, included eight days' receipts, while for the previous week with one day out, the receipts were 32,161 packages. This brings the total receipts from May 1st up to January 9th to 1,845,575 packages.

There is a general complaint on all sides about the poor quality of the average receipts as only a small portion of the arrivals will grade high enough to make butter available for table use. Not much change in quality is expected owing to the unfavorable conditions in producing sections. However, with a limited outlet, there is ample fine butter for the trade. Since Christmas the demand has been noticeably tame as is usually the case after this holiday. Most families are forced to economize after Christmas and the food product line such as butter always shows a reaction. Even the 2c slump which occurred a week ago was not sufficient to restore free trading. This decline was not at all unexpected as a cut of this sort usually occurs in early January and the weakness which was noticed in other markets is apparent here to no greater extent than in other prices.

Trading in held butter has been good considering the general condition of the market and owners of held stock are doing their best to keep trading active. Receipts have shown quite a sprinkling of held goods from interior coolers as last week about 20 cars of held butter arrived. The movement of held is moderate and most of the trading is for immediate consumption. The supply of fancy Junes has been reduced to such an extent that owners are holding this line confidently. The report of the 47 associated warehouses for January 1st showed holdings in the country of 29,734,900 pounds against 36,741,000 pounds the same date last year. This is a decrease of 7,006,100 pounds. The movement out of the coolers has been heavy

as the report for December showed a trifle over 9,000,000 pounds increase.

Undergrade butter has been kept fairly well cleaned up as dealers feared the usual January break in the market and they did not want to have large supplies on hand. As a large portion of the current receipts are graded as firsts, there is a superabundance of this line, which sells slowly. Seconds, however, are cleaned up fairly well.

There has been a moderate movement of renovated with supplies light, particularly of the fine grades. The fairly firm tone of the market is largely caused by the advices from western points. Most of the trading in renovated is confined to the top grades as the lower grades are neglected.

Packing stock has shown the easier feeling in the ladle market as the demand for it has declined as the outlet for ladders has narrowed. Prices are lower and an easy tone prevails.

One prominent authority gives the receipts of butter in New York for December at 156,108 packages, while the exports were 1,107 packages. The average price of extra creameries was 33.98c with the higher scoring lots, 34.76c. Stocks on hand January 1st were 125,600 packages against 147,090 last year.

"Starters" for Swiss Cheese.

The use of cultures of *Bacillus bulgaricus* in the manufacture of Swiss cheese is suggested in a new bulletin of the United States Department of Agriculture, No. 148. "The Use of *Bacillus Bulgaricus* in Starters for Making Swiss or Emmentaler Cheese," as a means of overcoming many of the difficulties experienced by American makers. The art of Swiss cheese making is highly developed but few of the underlying scientific principles have yet been discovered and the difficulties in this way have led many manufacturers to believe that a really high grade cheese of this type can be produced in only a few localities. As a matter of fact, the average quality of the American product has not been so high as that of the European. With the aid of the *Bacillus bulgaricus*, however, there is reason to believe that some of the unfavorable conditions may be remedied.

Hitherto the main troubles have been caused by the presence of micro-organisms which generate abnormal gas and produce what is known as "nissler" or "pressler" cheese, in which the normal formation of the eyes is prevented. Recent experiments have shown that these micro-organisms can be to a great extent suppressed by the use of starters, a practice which is now common in buttermaking. For this purpose the *Bacillus bulgaricus* group of bacteria appears to have the most desirable qualifications. Moreover, these bacteria are easily obtained and cheesemakers who are willing to report on the success of their work can obtain a limited supply from the Department of Agriculture.

Experiments conducted by the investigators in a commercial factory showed that by the use of these cultures or starters the faults commonly found in milk delivered to Swiss cheese factories early in the spring may be overcome and good cheese made at that season. Moreover, it is possible to make cheese successfully once a day instead of twice, the prevailing practice. Making cheese twice a day calls for long hours for the factory hands and has other disadvantages. It was also found that cheese could be made in winter as well as in summer. About 3 per cent of starter gave the best results, the amount varying, however, with the condition of the culture. Detailed information in regard to these and similar points is published in the bulletin.

Practical Buttermaking Hints

By J. C. JOSLIN

(Written Especially for The Creamery Journal.)

The Iowa buttermakers' convention has passed into history and I believe it will be noted as one of the best on record this winter, not so much on account of the attendance, for that was limited, nor was the enthusiasm at such a very high pitch, but the thing that marks it as worthy of special notice is that it went on record as favoring a compulsory pasteurization law, and asked the legislature now in session to pass such a law. I think this is a step in the right direction and sincerely hope that Mr. Barney, our dairy and food commissioner, will be able to get such a law through with the changes he is having made in the present dairy law. We surely have waited long enough for the boys to get in line on this matter. Even though there are some who may not know how to properly pasteurize the cream, I think they are few, and anyway we might wait till doom's day and the same argument would be brought up. If there are those who do not know how to pasteurize cream, they can easily learn and if not willing to do this, they ought to be forced out of the business.

I do not think the average person out in the west realizes what a prestige it would give our butter from the state of Iowa, to have it known in the large butter markets that all the cream from which the butter was made had to be properly pasteurized before being made into butter. I was on the market long enough to know that this would be a big talking point if you wanted to boost the butter from the state as a whole. Of course I know we would have poor butter, no one imagines that putting such a law on the books and causing it to be enforced, will make fine butter out of poor cream. We do know, however, that it will improve the product and the big thing is that we can say it is free from disease germs on account of such pasteurization, if it is done as it should be, but I am not so sure that with the proper enforcement of such a law there would be an improvement noticed in the raw material.

I trust that every buttermaker will work for the passage of this law when the proper time comes, in case there is any need of special work in order to get it through for I feel sure that it will be a benefit to all departments of the dairy business.

I would advise the buttermakers in co-operative creameries to tell their managers or board that this matter had been taken up and is apt to go through. Perhaps many of them will then see to it that you are rigged out in a proper way to pasteurize, and you can get into the game before you find that you have to. If it is in any way an experiment with you, you will have that over with and be down to business when the time comes. I am sure that any of the dairy inspectors would be glad to lend assistance in helping any one get started that wished for help and would write in asking for it.

The big thing of the convention was the fine banquet. Though there were many prizes to dispose of and quite a number on the program, it all went along at a good speed and was not tiresome or long drawn out as at some banquets. It seemed like nearly every buttermaker there received some diploma or prize, about 57 different varieties.

Altogether the convention passed off very

pleasantly and everybody hopes for a much larger attendance at the next annual meeting.

You will notice from the reports that your humble servant was elected to the position of secretary, and in taking this office I hope for the hearty support of all the buttermakers and also the support of all those interested in the buttermaker and his work. I will probably be pretty green at working up and pulling off a convention, but if everybody will boost when the time comes we may get along fairly well, at least we will try hard.

Most forgot to say that the report was out that Crump and Sadler were held up in their room one night; ask Sadler about it.



Peter Miller, Grand Forks, N. D.

Mr. Miller has been selected by Commissioner of Agriculture and Labor elect R. F. Flint as his successor as dairy commissioner of North Dakota. Mr. Miller is one of the successful creamerymen of Minnesota and North Dakota, having worked in both states and also in South Dakota. His special feature has been the purchase of idle creameries and injecting life into them, enthusing the community with dairy sentiment, then selling out and buying another plant. In view of the fact that there seem to be numerous creameries throughout North Dakota which are born out of season, great opportunity is open to Mr. Miller to exercise his abilities as a resuscitant.

North Dakota is surely to be congratulated on having at the head of their agricultural and dairy work men like Mr. Flint and Mr. Miller. Mr. Flint has ascended another round on the ladder of fame, and he leaves behind him a record of work which will be difficult for his successor to equal. North Dakota owes her present standing in dairying almost wholly to the enthusiasm and activities of Mr. Flint.

A new butter and egg house will soon be opened at Fairbury, Neb. It will be on the co-operative plan, stock being owned by the merchants of the town.



The two photos shown here are of the cold storage plant of Morris & Co., Chicago—before and after plaster was applied. It, like nearly all modern cold storage plants, like 75 per cent. of all the creameries erected within the last year in the Northwest, was insulated with

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References: National Bank of the Republic, Chicago; Plainview State Bank, Plainview, Minn.; The Creamery Journal.

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Milwaukee, Wis.

Little Falls, N. Y.

The Iowa Buttermakers' Convention

(Continued from page 7.)

had been a grand success and that another year of activity and accomplishment had been added to the strength of the Iowa Buttermakers' Association.

Butter Judging Contest.

Points off.

1st—H. C. Ladage, Plainfield, Iowa....	23
1st—L. R. Novakow, Peoria, Ill.....	23
3d—M. E. McMurray, Nashua, Iowa....	24½
4th—G. J. Gudknecht, Owasa, Iowa....	25
5th—T. E. Sadler, Oelwein, Iowa....	28½
6th—W. H. Chapman, New Hartford, Iowa.....	29½
7th—H. E. Fowler, Breda, Iowa.....	30
8th—J. T. Ryan, Adair, Iowa.....	30½
C. W. Larson, Grand Junction, Iowa....	32½

Prizes Awarded.

Convention scoring contest, milk class—

Score

First prize—Gold medal, Elmer J. Reed, Manchester.....	96.
Second prize—Silver medal, J. J. Brunner, Strawberry Point.....	95.75
Cream class—	
First prize—Gold medal, F. D. Warner, Northwood.....	95.25
Second prize—Silver medal, H. P. Engen, Crystal Lake.....	95.00
Iowa Educational contest, milk class, 1914—	Ave. score.
First prize—Gold medal, Thos. E. Sadler, Oelwein.....	95.65
Second prize—Silver medal, J. J. Brunner, Strawberry Point.....	95.40
Diploma—W. H. Eischeid, Waucoma.....	95.00
Diploma—Carl Hovland, Lake Mills.....	94.78
Diploma—E. A. Cole, Lamont.....	94.50
Diploma—W. H. Chapman, New Hartford.....	94.18
Diploma—F. W. Stevenson, Oelwein.....	94.00
Diploma—F. W. Bremer, Sumner.....	93.37
Diploma—F. M. Zell, Sumner.....	93.25
Cream class—	
First prize—Gold medal, F. C. Hinzie, Manly.....	95.34

Second prize—Silver medal, H. C. Stendel, Scarville.....	95.28
Diploma—F. D. Warner, Northwood.....	94.87
Diploma—R. E. Clemons, Burt.....	94.43
Diploma—H. Soballe, Coulter.....	94.00
Diploma—J. J. Marx, Hospers.....	91.31
Diploma—J. T. Ryan, Adair.....	91.31
Diploma—E. M. Fredrickson, Clemons.....	90.81

Silver cup given by Professor Mortensen to the buttermaker having the highest score of all at the educational scoring contest was awarded to T. E. Sadler, with a score of 95.65. This becomes the property of Mr. Sadler under the rules of the contest, the average score of Mr. Sadler for the three years is 96.09.

Silver cup presented by Professor Mortensen to the creamery having the most beautiful surroundings as provided by the beauty contest was won by G. Stuessi of Thorpe creamery, Manchester. This cup will be awarded permanently at the end of five years.

In addition to the above prizes the J. B. Ford Co., manufacturers of Wyandotte Dairymen's Cleanser and Cleaner, offered to the winner of the first prize in milk class a nine-inch carving knife, fork and steel, which went to Elmer J. Reed, Manchester; and to the winner of the first place in the cream class a round eight-inch casserole and nickel plated holder which went to F. D. Warner, Northwood.

Whole-milk Class.

Elmer J. Reed, Manchester.....	96
J. J. Brunner, Strawberry Point.....	95¾
E. A. Cole, Lamont.....	95½
Thos. E. Sadler, Oelwein.....	95
W. H. Eischeid, Waucoma.....	94½
W. H. Chapman, New Hartford.....	94½
Matt McDowell, Hazelton.....	94
Carl Hovland, Lake Mills.....	94
E. E. Mittlestadt, Arlington.....	94
F. W. Stephenson, Oelwein.....	94
P. W. Peterson, New Hartford.....	94
L. L. Zbornik, Sumner.....	93½
Mayville Cheese & Butter Co., Dorchester, Wis.....	93
D. T. Broers, Stanley.....	93
F. W. Bremer, Sumner.....	93
Robt. Wagner, Sumner.....	92½
A. J. Widdle, Jesup.....	92
G. Stuessi, Manchester.....	92
E. B. Olds, Sumner.....	92
H. A. Griesse, Readlyn.....	91
C. A. Day, Sumner.....	91
H. C. Koenecke, Tripoli.....	91
Anton Smith, Jesup.....	91
E. H. Homan, Westgate.....	91
F. M. Zell, Sumner.....	90

C. B. Bracy, Maynard.....	90
H. C. Ladage, Plainfield.....	90
C. E. Brant, Fairbank.....	90

Complimentary.

A. J. Anderson, Otisco, Minn.....	95
Hand Separator Class.	
F. D. Warner, Northwood.....	95¼
H. P. Engen, Crystal Lake.....	95
H. Soballe, Coulter.....	94½
C. W. Green, Hartley.....	94½
M. E. McMurray, Nashua.....	94½
R. E. Clemmons, Burt.....	94
C. R. Conway, Garner.....	93½
H. C. Stendel, Scarville.....	93
J. T. Ryan, Adair.....	93
G. J. Gudknecht, Owassa.....	93
Axel Larson, Charles City.....	93
I. F. Van der Meer, Orange City.....	92
Hartman Anderson, Cedar Falls.....	92
F. A. Berleth, Anamosa.....	92
Tyler Brothers, Vilisca.....	92
Niels J. Nielson, Goldfield.....	91½
J. J. Marx, Hospers.....	91½
G. T. Schuance, State Center.....	91
A. E. Jensen, Forest City.....	91
Aug. M. Hein, Hull.....	91
Geo. Wick, Roland.....	91
E. M. Fredrickson, Clemons.....	91
Guy Thomas, Clear Lake.....	90½
E. Chadwick, Fostoria.....	90
H. K. Nelson, Scarville.....	90
H. W. Becker, LeMars.....	90
J. E. Lauridson, Albert City.....	90

AVERAGE SCORES IN EIGHT MONTHS IOWA EDUCATIONAL CONTEST, 1914.

WHOLE-MILK CLASS.

Exhibitors Having Eight Entries.

T. E. Sadler, Oelwein.....	95.65
J. J. Brunner, Strawberry Point.....	95.40
W. H. Eischeid, Waucoma.....	95.00
Carl Hovland, Lake Mills.....	94.78
E. A. Cole, Lamont.....	94.50
W. H. Chapman, New Hartford.....	94.18
F. W. Stephenson, Oelwein.....	94.00
F. W. Bremer, Sumner.....	93.37
F. M. Zell, Sumner.....	93.25

Exhibitors Having Seven Entries.

Roy Scoles, Fredericksburg.....	93.86
Alton Brannon, Lawler.....	93.64
Robt. Wagner, Sumner.....	93.50
G. Stuessi, Manchester.....	93.21
P. W. Peterson, New Hartford.....	92.64

Exhibitors Having Six Entries.

E. B. Olds, Sumner.....	93.50
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Exhibitors Having Five Entries.

W. H. Chapman, New Hartford.....	93.70
H. C. Ladage, Plainfield.....	93.20
H. A. Griesse, Readlyn.....	92.80
Anton Smith, Jesup.....	92.70

Exhibitors Having Four Entries.

I. W. Wedemeyer, Waverly.....	94.37
E. E. Mittlestadt, Arlington.....	94.25
Nick Ambrose, Tripoli.....	93.75
Milton Colton, Masonville.....	93.50
S. O. Rusley, Leland.....	93.37
M. Anderson, Emmetsburg.....	93.25
E. H. Homan, Westgate.....	92.50
C. E. Brant, Fairbank.....	91.75
H. C. Koenecke, Tripoli.....	90.65

Exhibitors Having Three Entries.

E. J. Reed, Manchester.....	95.66
Matt McDowell, Hazelton.....	94.50
Chris. Russier, Fredericksburg.....	92.83
I. F. Langquist, Lawler.....	94.16
Paul A. Day, Sumner.....	93.76
D. T. Broers, Stanley.....	93.66
W. F. Schurke, Gilbertville.....	93.30
Carl Meier, Fairbank.....	93.00
W. P. Hughes, Fairbank.....	92.66
C. A. Day, Sumner.....	91.83
Julius Brunner, Osage.....	91.66
C. B. Bracy, Maynard.....	91.50
J. E. Bragg, Preston.....	91.00

Exhibitors Having Two Entries.

A. W. Mooney, Denver.....	93.75
L. L. Zbornik, Sumner.....	93.50
J. F. Lorenzen, Cedar Falls.....	92.50
N. Nelson, Gilbertville.....	92.50
R. Jorgensen, Alta Vista.....	91.75

Exhibitors Having One Entry.

Albert Fay, Cascade.....	96.00
D. A. Botterman, Waverly.....	95.50
H. P. Baneroft, Delhi.....	95.00
Fred Christensen, Ayrshire.....	95.00
R. W. Chadwick, Waterloo.....	95.00
F. H. Harms, Waverly.....	95.00
W. F. Harms, New Hampton.....	95.00
B. F. Bentley, Oran.....	94.50
I. F. Dawson, Delaware.....	94.50
I. G. Nichols, Waverly.....	94.50
P. D. Walker, Jesup.....	94.50
Harley Evert, Edgewood.....	94.00
J. F. Sharp, Parkersburg.....	94.00
J. P. Whelan, Elma.....	94.00
A. J. Widdel, Jesup.....	94.00
M. E. Boots, Oelwein.....	93.50
P. C. Daniels, Shell Rock.....	92.50

GATHERED CREAM CLASS.

Exhibitors Having Eight Entries.

F. C. Hinzie, Manly.....	95.34
H. C. Stendel, Scarville.....	95.28

F. D. Warner, Northwood.....	94.87
R. E. Clemmons, Burt.....	94.43
H. Soballe, Coulter.....	94.00
J. I. Marx, Hospers.....	91.31
J. T. Ryan, Adair.....	91.31
E. M. Frederickson, Clemons.....	90.81

Exhibitors Having Seven Entries.

J. F. Van der Meer, Orange City.....	92.57
H. K. Nelson, Scarville.....	92.21
G. J. Gudknecht, Owassa.....	92.07
J. P. Ring, Woden.....	91.00

Exhibitors Having Six Entries.

Henry Hansen, Cylinder.....	93.91
Chris Lundhoj, Greenfield.....	92.75
John Christensen, Thornton.....	92.25

Exhibitors Having Five Entries.

S. S. Hudson, Titonka.....	93.60
C. W. Green, Hartley.....	93.50
Fred Lehman, Monticello.....	92.80
E. A. Jensen, Forest City.....	92.20
M. E. McMurray, Nashua.....	92.20
C. B. Peterson, Exira.....	90.70

Exhibitors Having Four Entries.

C. R. Conway, Garner.....	93.50
Wm. Helgason, Lone Rock.....	93.50
Fredsville Co-op, Creamery, Cedar Falls.....	92.62
Niels Nielson, Goldfield.....	92.50
J. M. Hansen, Manly.....	92.12
D. W. Mohler, New Hampton.....	92.00
Guy Thomas, Clear Lake.....	91.63
H. C. Thompson, Buffalo Center.....	90.62
D. A. O'Neil, Bradgate.....	90.00

Exhibitors Having Three Entries.

L. S. Edwards, Algona.....	94.33
Wm. Matters, Graettinger.....	93.66
L. P. Nelson, Exira.....	92.33
W. E. Mittlestadt, Alden.....	92.16
Geo. Wicks, Roland.....	92.16
B. T. Soles, Stout.....	92.00
Aug. Hein, Hull.....	91.50

Exhibitors Having Two Entries.

H. P. Engen, Crystal Lake.....	95.00
Peter Reistahl, Plymouth.....	94.75
L. C. Peterson, Story City.....	94.23
Carl Nelson, Swea City.....	94.25
Robt. Bless, Ventura.....	93.75
C. F. Bolig, Fenton.....	93.75
R. H. Foutz, Dougherty.....	93.50
Alex Larson, Charles City.....	93.00
F. A. Derleth, Anamosa.....	92.00
Tyler Bros., Villisca.....	92.00
Alex Johnson, Panora.....	91.75
C. T. Knutson, McCallsburg.....	91.50
E. E. Chadwick, Fostoria.....	91.50
Peter Thuessen, Kimballton.....	91.25
G. T. Schuance, State Center.....	91.00
H. W. Becker, LeMars.....	90.00

Exhibitors Having One Entry.

Earl Batchelder, Littleport.....	95.00
N. O. Nelson, Wesley.....	95.00
Watson Shick, Independence.....	95.00
David Gunning, LeMars.....	95.00
Ben Frank, New Vienna.....	94.50
J. H. Bakken, Ridgeway.....	94.50
Wm. McFarlane, Hudson.....	94.50
Fairfield Pure Butter Co., Fairfield.....	93.50
Fred Herzog, Hubbard.....	93.50
M. P. Juncker, Graettinger.....	93.50
F. E. Craig, Center Junction.....	93.50
Iver Barlow, Calmar.....	93.50
Geo. Reyerson, Northwood.....	93.50
Ed. Rubsamen, Preston.....	93.50
B. F. Schultz, West Union.....	94.00
Wm. McGinness, Volga.....	94.00
O. B. Stenberg, Ellsworth.....	93.00
M. J. Mansager, Jewell.....	93.00
Fred Kucker, Lone Rock.....	93.00
P. A. Jordahl, Monona.....	93.00
Henry Foss, Saratoga.....	93.00
P. C. Fla-kgaard, Terrill.....	93.00
Martin Cronk, Fayette.....	92.50
N. W. Graff, Elma.....	92.50
Geo. G. Kolthoff, Britt.....	92.50
Jas. P. Kelly, New Hampton.....	92.50
Fred Niekeils, Amber.....	92.50
A. O. Otens, Maquoketa.....	92.50
F. J. Schroeder, Wadena.....	92.50
V. O. Williams, Afton.....	92.50
N. O. Bendickson, Decorah.....	92.00
B. O. Brownlee, Kanawha.....	92.00
E. P. Conway, Goodell.....	92.00
A. M. Hansen, Thompson.....	92.00
H. W. Jarchow, Germania.....	92.00
J. T. Leonard, Elkader.....	92.00
Chas. Pinch, Garber.....	92.00
N. O. Dahlan, Northwood.....	90.50
Wm. Henns, Stacyville.....	91.50
H. L. Robson, Guernsey.....	91.50
A. O. Dahlan, Northwood.....	91.00
I. A. Fenger, Garner.....	91.00
A. J. Kramer, Ashton.....	91.00
Herbert Olson, St. Olaf.....	91.00
L. Baumgartner, Mason City.....	90.50
P. L. Olmsted, Monona.....	90.50
G. H. Guthrie, Brooklyn.....	90.00
L. Larson, Royal.....	90.00
J. E. McCaffrey, Osage.....	90.25
N. C. Nelson, Langdon.....	90.00
Joe Taylor, Dubuque.....	90.00
H. D. Wenthe, Waterloo.....	90.00

W. A. Rizer has moved from Scotch Grove, Iowa, to Alpha, where he is in charge of the creamery.

District Butter Contest.

There will be a district butter and starter contest held at Waterloo, Iowa, on Thursday, January 28th. Be sure and send a jar of butter and bring a sample of starter with you. J. J. Ross will score the butter and the buttermakers present will judge the starter. We will have a quantity of good starter from one of our best buttermakers and you may take home enough for your next day's use. If this proves to be extra good under your method of handling we hope to be able to get more at a later meeting. Ship the butter to arrive on Wednesday evening or Thursday morning, January 28th. Address to E. T. Sadler, care of The Creamery Journal, Waterloo, Iowa.

National Dairy Union Meeting.

At a meeting of the executive board of the National Dairy Union held in Chicago December 30th, Hon. W. F. Creasy, of Catawissa, Pa., was elected secretary for the ensuing year. Mr. Creasy has been prominent in Pennsylvania Grange work for many years and in this capacity has become familiar with methods of organization and also has had considerable experience in working for and promoting various matters of legislation, pertaining to agriculture and especially dairying.

Mr. Creasy is by occupation, a farmer,

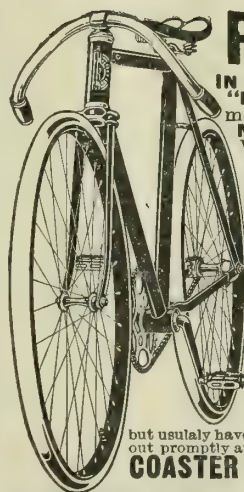
and has a wide acquaintance in the east and while he is little known in the west, he no doubt, will become acquainted as the work progresses.

Mr. Creasy will commence work at once, to organize the allied dairy forces, with the end in view to unite on a bill that will best meet the requirements and then fight for its enactment.

Mr. Creasy and the National Dairy Union should have the loyal support of all interested in enacting a law that will prevent fraud in the sale of oleomargarine.

At a recent meeting at Kansas City the Southwest Jersey Cattle Breeders' Association passed resolutions asking for such changes in the present oleomargarine laws as will make them more effective and do away, if possible, with the many violations now existing. They also want a law requiring operators of the Babcock test to pass an examination and secure a license. The sale of commercial foodstuff they also desire put under a license law.

Elov Ericsson Company, manufacturers of Ericsson's butter culture, have sent out to their customers and friends a handsome art calendar for 1915. The Creamery Journal acknowledges the remembrance.

**RIDER AGENTS WANTED**

IN EACH TOWN and district to ride and exhibit a sample Latest Model "Ranger" bicycle furnished by us. Our Rider Agents everywhere are making money fast. *Write for full particulars and special offer at once.* **NO MONEY REQUIRED** until you receive and approve your bicycle. We ship to anyone anywhere in the U. S. *without a cent deposit in advance, prepay freight, and allow TEN DAYS' FREE TRIAL* during which time you may ride the bicycle and put it to any test you wish. If you are then not perfectly satisfied or do not wish to keep the bicycle ship it back to us at our expense and you will not be out one cent. **FACTORY PRICES** We furnish the highest grade bicycles it is possible to make at one small profit above actual factory cost. You save \$10 to \$25 middlemen's profits by buying direct of us and have the manufacturer's guarantee behind your bicycle. **DO NOT BUY** a bicycle or a pair of tires from anyone at any price until you receive our catalogues and learn our unheard of factory prices and remarkable special offers.

YOU WILL BE ASTONISHED when you receive our beautiful catalogue and study our superb models at the wonderfully low prices we can make you this year. We sell the highest grade bicycles for less money than any other factory. We are satisfied with \$1.00 profit above factory cost. **BICYCLE DEALERS**, you can sell our bicycles under your own name plate at double our prices. Orders filled the day received. **SECOND HAND BICYCLES.** We do not regularly handle second-hand bicycles, but usually have a number on hand taken in trade by our Chicago retail stores. These we clear out promptly at prices ranging from \$3 to \$8 or \$10. Descriptive bargain lists mailed free. **COASTER BRAKES**, single wheels, imported roller chains and pedals, parts, repairs and equipment of all kinds at half the regular retail prices.

\$10.00 Hedgethorn Puncture-Proof \$4.80
Self-healing Tires **A SAMPLE PAIR TO INTRODUCE, ONLY**

The regular retail price of these tires is \$10.00 per pair, but to introduce we will sell you a sample pair for \$4.50 (cash with order \$4.55).

NO MORE TROUBLE FROM PUNCTURES

Nails, Tacks or Glass will not let the air out. A hundred thousand pairs sold last year.

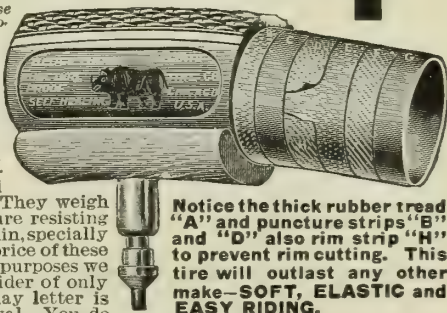
DESCRIPTION:

It is lively and easy riding, very durable and lined inside with a special quality of rubber, which never becomes porous and which closes up small punctures without allowing air to escape. They weigh no more than an ordinary tire, the puncture resisting qualities being given by several layers of thin, specially prepared fabric on the tread. The regular price of these tires is \$10.00 per pair, but for advertising purposes we are making a special factory price to the rider of only \$4.80 per pair. All orders shipped same day letter is received. We will ship C. O. D. on approval. You do not need to pay a cent until you examine and find them strictly as represented.

We will allow a **cash discount** of 5 per cent (thereby making the price \$4.55 per pair) if you send **FULL CASH WITH ORDER** and enclose this advertisement. You run no risk in sending us an order as the tires may be returned at OUR expense if for any reason they are not satisfactory on examination. We are perfectly reliable and money sent to us is as safe as in a bank. If you order a pair of these tires, you will find that they will ride easier, run faster, wear better, last longer and look finer than any tire you have ever used or seen at any price. We know that you will be so well pleased that when you want a bicycle you will give us your order. We want you to send us a trial order at once, hence this remarkable tire offer. **IF YOU NEED TIRES** don't buy any kind at any price until you send for a pair of Hedgethorn Puncture-Proof tires on approval and trial at the special introductory price quoted above; or write for our big Tire and Sundry Catalogue which describes and quotes all makes and kinds of tires and bicycle equipment and sundries at about half the usual prices.

DO NOT WAIT but write us a postal today. **DO NOT THINK OF BUYING** a bicycle or a pair of tires from anyone until you know the new and wonderful offers we are making. It costs only a postal to learn everything. Write it **NOW**.

J. L. MEAD CYCLE COMPANY, CHICAGO, ILL.



Notice the thick rubber tread "A" and puncture strips "B" and "D" also rim strip "H" to prevent rim cutting. This tire will outlast any other make—SOFT, ELASTIC and EASY RIDING.

The Dairy Short Course at Ames

(Continued from page 8)

Homogenization and Emulsification.

Just across the hallway was a room where some of the most mysterious apparatus we had yet seen was in operation. On our inquiry from the men working there we were informed that they were demonstrating the methods of homogenizing and emulsifying milk and cream to be used for ice cream making. The principles of those machines, we learned, were to unify the cream so that an homogeneous mixture of all the parts was obtained. This was accomplished by extremely high pressure in case of the homogenizer, thus breaking up the fat globules and making a very smooth and rather heavy appearing cream. While with the emulsifier high centrifugal force is used in order to drive the cream through very minute openings in the interior of the bowl of the clarifier, resulting in a smooth and uniform cream. Cream of this nature, we were told, would give smoother body to the ice cream and not churn during the freezing process.

Before we left that room we saw a mixture of water, powdered milk and butter put into a small vat, heated up to 170 degrees Fahrenheit, thoroughly mixed and then run through these machines in each case coming out as a fine quality of cream in every respect resembling natural cream.

Ice Cream Making.

Still pondering over what we had just seen, we entered the ice cream room and were met by a lot of enthusiastic men busily engaged in preparing and sampling different kinds of fancy and plain ice creams, sherbets, lactos, frappes, etc., of which they very graciously asked us to partake. Meanwhile they asked questions of their instructors, chief of whom was Mr. Sanders of Cedar Rapids, and took down recipes and notes of interest. A busy and popular place to be sure.

Testing of Dairy Products.

Unable to partake of any more of the frozen dainties we made our way back through the factory, giving a passing glance at the different operations in progress, and entered the next floor where instructions were given in the different methods of testing for fat, moisture, total solids, salt, acidity and preservatives in the various kinds of dairy products.

Cheesemaking.

Adjoining the testing room, we found the cheesemaking room. There cheddar cheese and a large variety of soft cheeses, such as cottage, cream, sandwich nut, pimento, neufchatel and club, were made daily. Especially the soft cheese attracted attention, the reason, as we understood it, being that a great many creameries, ice cream factories and market milk plants could make use of soft cheesemaking as a profitable side line to their industry.

Butter Judging.

One of the most interesting places visited was the room in which the butter judging was carried on. Here such men as Ross, Odell, Joslin and others told the butter-makers how to find whether or not a piece of butter was good. It seemed to us a most important and valuable lesson for the butter-makers for unless they know good butter it is pretty hard to make it right along.

Lecture Work.

Not satisfied with our journey through the laboratories we returned in the afternoon and attended the different lectures

and found them intensely interesting and practical in every respect. The lectures which comprised factory management, butter-making, ice cream making, cheese making, testing, dairy bacteriology, market milk, fermented milk, starter making, dairy engineering, feed, care and management of the dairy herd, etc., were given by the regular instruction staff of the dairy and allied departments, the regular instructors also helping with the laboratory work.

Evening Meetings (Discussion Clubs)

Each evening the short course students returned to the dairy building for two or three hours to discuss matters of general interest. These meetings, which were entirely in charge of the students, brought out some live discussions along different lines. They were real experience meetings and brought out a great many points which, due to lack of time, could not be taken up in the class room. It seemed the opinion of a great many that those meetings alone were worth the efforts expended in order to come to the short course. At these meetings prominent men both from within and without the state gave addresses.

A notable feature was that this year the ice cream men formed their own discussion club, so in place of one there were two meetings each evening. Each club tried to outdo the other in programs and good discussions. The result was better meetings. For special features the two clubs joined hands and worked together.

Having completed our journey through the laboratories, the class rooms and the evening meetings, we went home happy for having had the opportunity of visiting the dairy short course and finding out what a grand institution it is. Moreover, we are beginning to realize more fully the magnitude of the dairying industry and can readily see why the dairymen attend the short course and why they term it a success. The reason is this: the dairy short course is an education in itself and a valuable asset to the practical as well as to the theoretical dairyman.

Short Course Resolutions.

Be it Resolved:

1. That the short course class of 1915 express its very great appreciation to Professor M. Mortensen



Prof. A. W. Rudnick
Assistant Professor of Dairying, Iowa State College,
Ames

and his able corps of instructors for their untiring efforts on behalf of this class.

2. That the thanks of this class is tendered to the speakers who have favored our sessions with instructive and interesting talks.

3. That the members of this class express their appreciation and thanks to the manufacturers and supply houses and individuals who have so willingly contributed to the premium fund, for the prizes given during this course, and the support of the alumni association.

4. That we extend the thanks of this class to F. L. Odell and J. J. Ross for scoring the butter exhibited here and also for scoring the educational contest butter.

5. Resolved that we recommend an educational contest for the ensuing year, consisting of 12 scorings. Also that we heartily concur in the dividing of the state into districts.

6. That we extend our thanks to Gude Brothers, Keiffer Co. for the very satisfactory way in which they have handled the butter from the educational contest.

7. That we heartily recommend the adoption of the state brand for Iowa butter.

8. That we appreciate the good work of the dairy and food department and trust that the legislature will honor Hon. W. B. Barney's requests for additional appropriations to carry on and enlarge the work, by the addition of more dairy inspectors, one of which should be especially qualified in starter making.

9. That we extend our thanks to the dairy press for their kindness in so freely advertising our short course.

Contributors to Short Course Premium Fund.

Gude Bros., Keiffer Co., New York.....	\$10
Hanford Produce Co., Sioux City, Iowa.....	5
Schermerhorn-Shotwell Co., Des Moines Iowa....	10
De Laval Separator Co., Chicago.....	10
Empire Separator Co., Bloomfield, N. J.....	5
Sharples Separator Co., Chicago.....	10
Vermont Farm Machine Co., Bellows Falls, Vt....	5
J. G. Cherry Co., Cedar Rapids, Iowa.....	10
Creamery Package Mfg. Co., Waterloo, Iowa....	10
Chr. Hansen's Laboratory, Little Falls, N. Y.....	5
Preservalline Mfg. Co., manufacturers of Perfection Brand Butter Color, Brooklyn, N. Y.....	5
Wells-Richardson Co., Dandelion Brand Butter Color, Burlington, Vt.....	10
Bausch & Lomb Optical Co., Rochester, N. Y....	10
L. A. Nafis, Chicago, Ill.....	5
Wagner Glass Works, New York.....	5
The Torsion Balance Co., New York.....	5
J. B. Ford Co., manufacturers Wyandotte Cleaner and Cleanser, Wyandotte, Mich.....	10
S. Davidson & Bros., Des Moines, Iowa.....	10
Younker Bros., Des Moines, Iowa.....	10
L. H. Kurtz Co., Des Moines, Iowa.....	10
Louden Machinery Co., Fairfield, Iowa.....	10
Boerner Fry, Iowa City, Iowa.....	5
Warner-Jenkinson, St. Louis, Mo.....	10
Standard Oil Co., Des Moines, Iowa.....	5
The Van Tilburg Oil Co., Minneapolis, Minn....	10
Baker Ice Machine Co., Omaha, Neb.....	5
Northey Mfg. Co., Waterloo, Iowa.....	10
Union Fibre Co., Winona, Minn.....	10
Vilter Mfg. Co., Milwaukee, Wis.....	5
H. W. Johns-Manville Co., Milwaukee, Wis....	10
Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.....	10
The Colonial Salt Co., Akron, N. Y.....	10
Diamond Crystal Salt Co., St. Clair, Mich.....	10
Morton Salt Co., Chicago.....	10
Worcester Salt Co., New York.....	10
Elov Ericsson, St. Paul, Minn.....	5

Dairy Short Course, 1915.

Henry Gosch, Randall, Minn.; Fred E. Jacobsen, Des Moines; Geo. W. Hurst, Holdrege, Neb.; M. E. McMurrey, Nashua; R. Jorgensen, Alta Vista; L. E. Louderback, Ottumwa; M. M. Dodson, Ft. Scott, Kan.; B. E. Hall, Glen Falls, N. Y.; H. L. Wagner, Chicago, Ill.; Chris Lundhoj, Greenfield; Geo. H. Frey, Scottcast, Pa.; W. E. Pfeiffer, Centralia, Ill.; Niels Kammergaard, Sioux City; G. E. Ganote, Emporia, Kan.; G. O'Leary, Toronto, Can.; S. E. Ruff, Frankfort; F. W. Shellman, Ayrshire; A. C. Roselle, Excelsior Springs, Mo.; Reed Corliss, Omaha, Neb.; L. Wright Papilion, Neb.; Clare Triplett, Sutherland; A. Terry, Des Moines; J. L. Bosworth, Litchfield, Mich.; B. Lovick, Lake Mills; H. C. Stendel, Scarville; Ed Holmes, Gilbert; H. C. Ladage, Plainfield; C. W. Larsen, Grand Junction; Chas. Giffey, Lone Tree; Fritz Laughelme, Casey; C. B. Peterson, Exira; M. Hansen, Exira; E. B. Halls, Kansas City, Mo.; Martin Jensen, Atchison, Kan.; J. R. Lauber, Topeka, Ind.; E. J. Maris, Boulder Colo.; F. E. Sawyer, Clear Lake; D. H. Bobb, Des Moines; P. C. Daniels, Shell Rock; L. Novakow Peoria, Ill.; J. L. R. Dickson, Hamburg; N. Olsen Huxley; J. T. Ryan, Adair; O. O. Hauge, Ossin; B. R. Churchill, Grundy Center; J. F. Vandermeer, Orange City; H. A. Smucker, Waterloo; W. H. Maust, Waterloo; F. H. Bockhaus; E. J. Reed, Manchester; J. B. Sternberg; Karl Schuangert; Geo. Blohns Jr.; P. J. Koebert; Harold Payton; Louis Peterson; J. W. Rigdon, Albia; J. F. Lorenzen, Cedar Falls.

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W. I. Young & Co.

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Refer by permission to Irving National Bank,
N. Y.; Fidelity Trust Co., N. Y.; Dun's
and Bradstreet's Agencies.

Zenith Butter & Egg Co.

Harrison and Greenwich Sts., New York

Receivers and Distributors

Give superior service and real results. That
covers it, consign or write. Refer to your
bank, Creamery Journal or
our shippers.

Jacob F. Miller We want to do business with you Established 1864

BICKEL & MILLER

PHILADELPHIA EGG HOUSE

EGGS, BUTTER AND POULTRY

Butter and Eggs in Car Lots or Less

322 So. Front St., PHILADELPHIA, PA.

References: Sixth Nat'l Bank; Southwestern Nat'l
Bank; Dun and Bradstreet. Correspondence Solicited.

Prizes at Wisconsin Convention.

It will be remembered that for several years we have been offering district prizes to the convention exhibitors. This year we will again divide the state into 10 districts with the same counties in each district as formerly. These districts are not divided according to congressional districts but rather to conform to local conditions. For instance in certain localities we have more whole-milk plants than in other parts of the state and by grouping the counties together we equalize conditions.

In order to compete for these district prizes it is very essential that some representative of the creamery shall be in attendance at the convention—the buttermaker or manager are preferred. This year we have changed the rules so that there must be more than 12 entries from each district. In case only 12 or less buttermakers exhibit, then we offer only two prizes in that district, viz.: the first and third. The second prize will go to the district having the highest number of exhibitors, making a fourth prize for that district. We believe that under this rule the prizes will be more equitably distributed.

The first district prize to be given by the association is a set of silver knives and forks, Continental pattern, best Community

silver. Just ask your wife what she thinks of Community silver and she will tell you it stands for quality. The second prize will be a handsome 10-piece, black morocco leather toilet set, so that when your wife takes that summer vacation she will receive some of the benefits of your exhibiting a good tub of butter at the convention while she probably stayed at home to look after your interests and carry in the wood.

The third district prize is offered by the J. B. Ford Co., Wyandotte, Mich., manufacturers of the Wyandotte Cleaner and Cleanser.

Under the new rule it will be to the advantage of the buttermakers to induce as many buttermakers as possible to send a tub of butter to the convention. Anyone not receiving an entry blank and program by January 18th should write the secretary at Madison who will be very glad to forward blanks, etc.—G. H. Benkendorf, secretary.

The Butcher's Prayer.

O Thou, the giver of all good,
Thy ear a moment yield us—
We pray Thou wilt in future from
Pure Food Inspectors shield us.

In anger, Lord, stretch forth Thy arm,
Quick as the lightning flashes,
And smite them sorely till they weep
In coarse sackcloth and ashes.

We pray Thou'lt put them on the rack,
And as their shrieks grow louder,
Bear down a little harder, Lord,
And crush their bones to powder.

Had we the jawbone of an ass,
And Thou would'st grant us power,
We'd duplicate old Samson's feat,
In less than half an hour.

We'd stack their bones up mountain high,
On these broad, fertile prairies;
Then market men could run their shops,
And farmers run their dairies,

In just the good old-fashioned way
Our granddads used to run them,
Without the fear of Pure Food men
Pouncing down upon them.

A lonely crumb upon the floor,
A fly-speck on the ceiling;
A dainty covering disarranged,
A point of bone revealing,

Are deemed infractions of the law—
Laws grossly violated;
To meet the charge in distant courts,
The victim's promptly slated.

Awake the valleys with Thy wrath,
Send plagues in countless numbers;
Shake down the towering mountain peaks,
Rouse Justice from her slumbers!

Let fly Thy flaming thunderbolts,
Into their hearts strike terror—
Blot from our statute books those laws—
Correct the awful error.

As Thou did'st drive in ages past
Our forbears from the garden,
Drive out Inspectors from our land,
Denied the rights of pardon.

Our supplication grant, dear Lord,
We're crying in distress—
Raise up a Moses from our ranks
To lead us through the wilderness.
—Editor-Butcher Brown, Fertile, Iowa.

A. L. Darnell, of the department of dairy husbandry at the agricultural and mechanical college at College Station, Texas, has gone to El Paso, where he will confer with businessmen regarding the installation of an immense dairy and creamery near that city. Mr. Darnell will prepare an estimate of the cost of equipping such an enterprise and will discuss dairy and creamery management, feeding of dairy cows, buttermaking and other such topics before the chamber of commerce.

The West (Miss.) Co-operative Creamery Company began operations November 12th under the supervision of O. A. Heggeis.

Let Us Do Your Printing

YOU'VE got to tell people about it if you have things to sell or they won't *know* about it.

The quickest, clearest, best way to tell it is by the *printed page*. Multiply yourself—tell a *thousand* people—tell five thousand, and they'll come and buy.

Printing that will sell your stuff is our specialty. We can print *anything* and do it right—from business cards to your finest three-color catalogs. Let us quote you a price.

We'll give you the *right* price, too, and we will add the real *service* that makes the printed page *talk*—sell things—build your business.

Time of Delivery

We will tell you when we will deliver your printing order completed and we will deliver it on that day.

How We Can Make You Low Prices. Read This:

Because we buy paper, ink and supplies by the wholesale. *We print four big papers of our own*, and your job gets in on our own big buying power. *We can figure closer* for we make our big volume of business tell the story. Why not profit by our ability to figure that way?

We can print cheaper because of a big printing plant of our own. It's a whale—we own it, we run it and we've got it organized to save the pennies at every corner for our own printing. We insist on the closest economy. Why don't you get in on that? We will save the dollars for you.

We will give you the price that lets you in on our big capacity—closely organized—efficient printing plant, and we will give your printing every advantage and every saving we make for our printing, high class work and low costs.

Remember, we can print anything you want printed on paper, do it right—do it quickly and save you money. Send your job to us. No matter where you live, let us quote you a price.

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Why Pay High Prices
for your ready roofing when I will sell you roofing guaranteed for 20 years as low as 65¢ a roll of 108 sq. ft., including nails, cement and full directions for laying. No matter what weight or kind of roofing you want, I can supply you at a big saving, and get the material to you quicker than you can get it from any other house. I sell

Direct from Factory
and if the roofing I send you does not come up to the samples, ship it right back at my expense. I ship from seven big factories so that I can save you freight, which is a big item. If you want to save money, write today for my big roofing catalogue and samples of the roofing I sell—all sent FREE. Free estimates if you send size of roof and mention, light, medium or heavy roofing. Write me today.

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BUTTER AND EGGS

REFERENCES—Importers and Traders National Bank; New York National Exchange Bank; All Commercial Agencies, and The Creamery Journal.

Wisconsin Buttermakers Attention!

As previously announced, the 14th annual buttermakers' convention will be held at Fond du Lac, February 2d to 4th. We are confident from the arrangements being made that the convention will be well up to the usual standard. The program is being prepared as rapidly as possible and will be announced within a week or so.

It may be well to state at this time that we will hold a butter exhibition in connection with the convention. A large premium fund will be distributed; it is made up as follows:

Donation, F. W. Bowar.....	\$25.00
Undivided 1914 premium fund	7.50
Net proceeds sale convention butter at Madison	599.66
Worcester Salt Co.	10.00
Diamond Crystal Salt Co.....	10.00
City of Fond du Lac.....	100.00
	\$752.22

This premium fund will be divided in the same way as last year, viz.: each exhibitor will receive \$2, no matter what his score. The balance will be divided pro rata counting 90 as one point, 91 as two points, etc. This method of division was very satisfactory last year and we are sure it will be again this year.

In addition to this large premium fund arrangements have been made with Hoards' Dairyman at Ft. Atkinson whereby each buttermaker will receive a year's subscription to that excellent paper. The officers contend that in order to further the dairy interests of Wisconsin it is of vital importance that the buttermakers themselves get acquainted with the production side and we consider ourselves fortunate in having the leading dairy paper of the world located in Wisconsin. If the exhibitor is already a subscriber his subscription can be transferred to the manager or anyone that the buttermaker may designate.

By entering a tub of butter in this exhibition the buttermaker will have a chance to participate in the awards offered. On account of the generosity of S. A. Cook, of Neenah, a man who has always done all he could to further the dairy interests of the state in every way possible, the association will offer four state prizes: First prize, leather chair valued at \$30; second prize, leather chair valued at \$25; third prize, leather chair valued at \$20, and fourth prize, leather chair valued at \$15. In a letter recently received from Mr. Cook he makes the statement that he will do everything he can to "build higher, if you please, the splendid position Wisconsin now holds in the United States and cheese markets of the world, but so easily lost by indifference and neglect of duty and opportunity." In an-

other letter just received thanking the buttermakers' association for remembering him with a bouquet of flowers on Christmas day, he writes that he is "proud to have it known that he is a friend of the buttermakers' association."

In addition to the four state prizes the association will offer three prizes in each of the 10 districts as in former years, these district prizes, however, being contingent upon the buttermakers' attendance at the convention. We hope to give further details regarding the prizes, etc., later.

We would advise buttermakers to get in touch with their supply houses at once and get a 20-pound tub for their convention exhibit. C. J. Dodge, of Windsor, will have charge of the exhibit. The judges will be C. E. Lee, and H. C. Larsen, of Madison, and William Schneider, of Johnson Creek, will take the place of T. Corneliuson, of Washington. Mr. Corneliuson was offered the position again but could not accept on account of not being able to be with us. We of course regret that his excellent services are not available but feel sure that the boys will find Mr. Schneider a fair minded judge. His long experience and training have been such that we consider ourselves fortunate in being able to secure his services.—G. H. Benkenndorf, Secretary.

North Dakota Convention.

The North Dakota Dairymen's Association will hold its annual convention at Minot, February 23d, 24th and 25th. Dairy stock and creamery and dairy butter contests will be held in conjunction, and also dairy appliance exhibits. Approximately \$500 will be offered in premiums.

The convention will be held in the Armory, which is centrally located, a clean, dry, comfortable building.

Major E. S. Person, president of the Minot Association of Commerce, also one of the directors of the North Dakota Dairymen's Association, is a prominent resident of Minot and will look after the details connected with the assigning of space for exhibits.

As the northwestern portion of North Dakota, of which Minot is the business city, has developed very rapidly along dairy lines during the past few years, a great deal of interest is manifested in the coming convention and, with the hearty co-operation of the local business organizations, a large attendance is assured.—R. F. Flint, secretary.

The Kaufman Creamery Company, at Pratt, Kan., has purchased the Anderson-Devorak poultry and produce business in that city. Harry Kaufman will have charge of the business.

Want Clearings

BUTTERMAKER WANTED—By February 1st. Write to Scandinavian Creamery Co., R. 3, Viborg, S. D.

WANTED—Information regarding good creamery for sale. Send description and price. Address C. C. Shepard, Minneapolis, Minn.

FOR SALE—Ice cream plant in city of 30,000. Owner has two plants and can not attend to both. Will trade for good farm. Address Lock Box 880, Waverly, Iowa.

FOR SALE—Machinery in Norton's Corners creamery. Includes new Dual churn No. 5. For complete list, write to E. E. Persinger, Secretary, Shell Rock, Iowa.

POSITION WANTED—By a first-class buttermaker with over three years' experience and course in dairy school. Will work on trial. State wages. Address C. G. Nelson, Emmetsburg, Iowa.

WANTED—Helper in whole-milk creamery. Must stay at least six months or it wouldn't pay to start. Board and room furnished. Position open February 1, 1915. Write E. H. Homan, Westgate, Iowa.

POSITION WANTED—By young buttermaker. Five years' experience and Minnesota dairy school course. Am married. Can come any time after January 1st. Good references. Address Casper Myrom, Maquoketa, Iowa.

FOR SALE—Up-to-date creamery located in North Central Iowa, in good dairy section. Good living rooms over creamery. Owner wishes to quit business. A good chance for a buttermaker. Address Geo. Freese, Bradford, Iowa.

FOR SALE—One 400-gallon Wizard agitator, nearly new. One De Laval separator, 3,500-lb. capacity, in good condition. One cream test scale, one butter scale. Will sell cheap if taken at once. Address Northern West Point Creamery Co., Greene, Iowa.

POSITION WANTED—As manager or buttermaker; 12 years' experience in all kinds of plants. Can also make ice cream, and can get both quality and quantity. Course at Dairy School. Can furnish best of references and can come any time. State wages paid. Address Box 161, Parnell, Iowa.

PUBLIC AUCTION—On Wednesday, January 27th, the Otterville Creamery Company, of Otterville, Iowa, will sell at public auction their entire plant, including buildings, ice house and all equipment of a modern creamery. Don't miss this sale if you need creamery equipment.—L. C. McGill, Independence, Iowa, Secretary.

POSITION WANTED—Experienced buttermaker wants position in good country creamery. Thoroughly competent to take full charge of gathered cream or whole-milk plant. Hollander. Speak English. Can come on 30 days' notice. Good recommendations from present employer. Address S. J. van der Veen, Waupeton, Iowa.

FOR SALE—Or may trade for good land, wholesale and retail ice cream business well equipped with plenty of room for an addition of bakery and creamery products. Property 40 by 120, with good brick building in front, frame in rear. Grand opportunity for right party. Also two new modern cottages, nicely located. Address F. P., Box 362, Colfax, Iowa.

POSITION WANTED—As manager or buttermaker in a good creamery. Have had 20 years' experience in both whole-milk and gathered-cream plants. Can run all latest machinery, including refrigerating machine. Guarantee satisfaction. Can furnish best of recommendations. Can come on short notice. Will consider a relief place. Address C. F. Luethey, care Seymour Co-operative Creamery Company, Seymour, Iowa.

WANTED—Experienced man for creamery, one used to putting out certified milk with modern machinery and that understands the Babcock test and has some knowledge of steam engines. Permanent position for first class man with good references. Twenty miles southeast of Kansas City. Apply to F. F. Dow, Manager Dairy Dept., Longview Farm, Lee's Summit, Mo.

FOR SALE—Butter, ice cream and milk plant. Business established 15 years, in a county seat, southern Minnesota town with good shipping facilities and a good retail trade at good prices. Price, only \$2,500. It is worth twice that and a fine opening for anyone wanting such a business. Building is modern and can be bought or leased. Is central and has fine living rooms. Correspondence solicited. Address "Minnesota," care The Creamery Journal.

FOR SALE—One No. 9 1,200-gallon R. B. Disbrow churn, used only few weeks; one 600-gallon Eclipse ripener, rebuilt and as good as new; one cream test scale; one moisture torsion balance; one 4-bottle hand Babcock tester; one 8-bottle 20th Century Babcock tester; one No. 4 Ideal bottling machine; one Northey cooler, 13½ by 8 by 7½ feet; one No. 1400 Farrington pasteurizer; one 15-tube cooler. Everything in good condition and will be sold at a sacrifice price. Address J. J. Miller, care Waterloo Savings Bank, Waterloo, Iowa.

Perfection Brand Butter Color

HIGH IN QUALITY :: :: LOW IN PRICE

PURELY VEGETABLE—COMPLIES WITH ALL PURE FOOD LAWS

Order it from your dealer or send your order to the manufacturers

THE PRESERVATIVE MFG. CO., Brooklyn, New York City

A Problem in Standardization



YOU have 100 pounds of 37 per cent cream which you want to standardize to 18 per cent. How much milk testing .034 would you add, and how many total pounds of 18 per cent cream would you have?

This is a typical problem which comes up in every creamery every day. The foreman takes his pencil and figures it all out, and guesses at it nine times out of 10. The result is that the mix is 17% to 20%—either case being unfair to yourself or your customer.

J. R. Roberts has taken the time to work out a complete table for reducing cream to any per cent including or above 18% up to 30% by adding either skim-milk or whole-milk testing .034, .036, .038 and .04. There are 13 tables on the sheet. We give one herewith to illustrate.

Example: Reduce 100 pounds of 37% cream to 18%, using milk testing .034. Run down the outer

left-hand column to 37%. At the right in the .034 column is the correct amount to add—130.13 pounds.

The table is absolutely correct and any problem can be accurately computed in 30 seconds.

This is the only table of its kind in existence and by special arrangements with Mr. Roberts, who owns the copyright, we are now putting them on the market. They can't be purchased any other place.

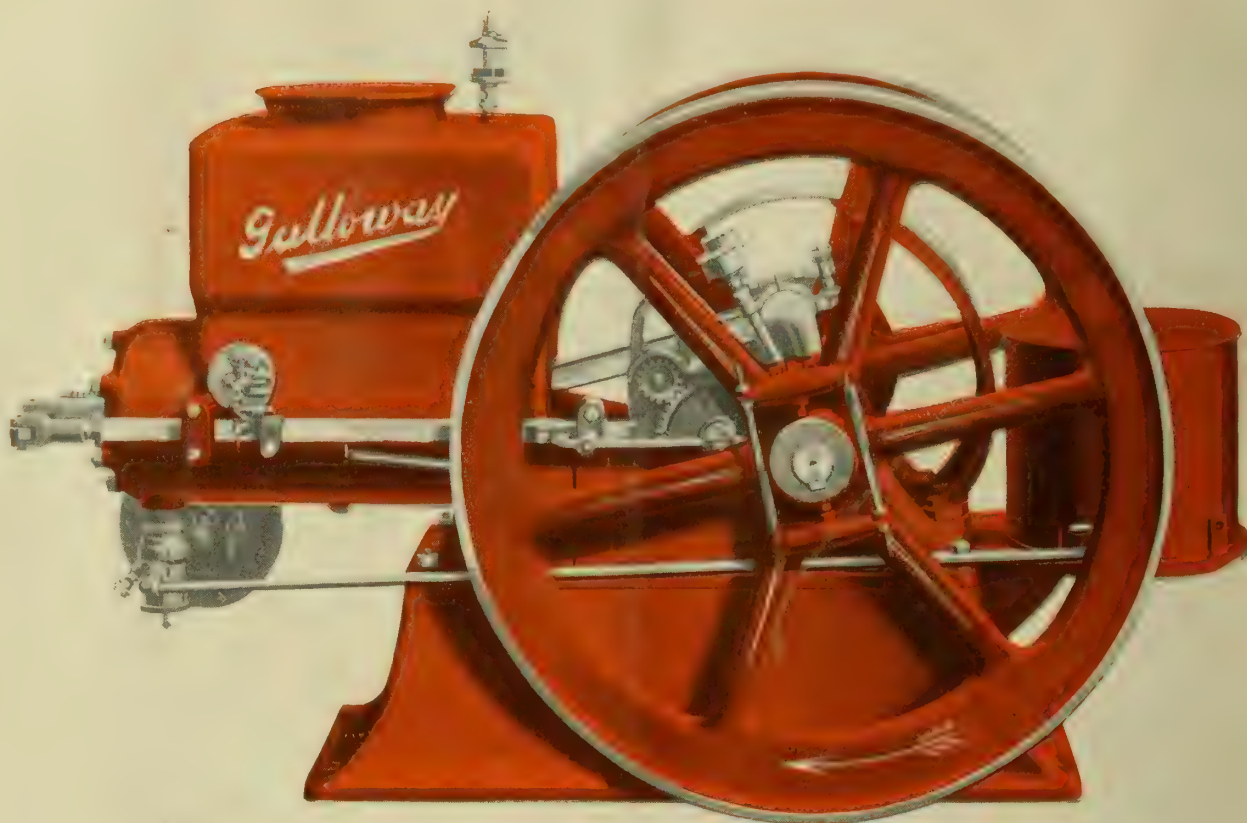
The tables are printed on a good grade of white paper 13 by 23 inches. The sheet can be tacked up in a convenient place, and will save a great amount of time and money every day in the year.

To reduce 100 lbs. testing Per cent		Reduce to 18 Per Cent.			
	Skim	.034 Milk	.036 Milk	.038 Milk	.04 Milk
19	5.55	6.85	6.94	7.04	7.14
20	11.11	13.69	13.88	14.08	14.28
21	16.66	20.54	20.83	21.12	21.42
22	22.22	27.39	27.77	28.16	28.57
23	27.77	34.24	34.72	35.21	35.71
24	33.33	41.09	41.66	42.25	42.85
25	38.88	47.94	48.60	49.29	49.99
26	44.44	54.79	55.55	56.33	57.14
27	49.99	61.64	62.49	63.38	64.28
28	55.55	68.49	69.44	70.42	71.42
29	61.10	75.33	76.38	77.46	78.57
30	66.66	82.18	83.32	84.50	85.71
31	72.21	89.03	90.27	91.54	92.85
32	77.77	95.88	97.21	98.59	99.99
33	83.32	102.73	104.16	105.63	107.14
34	88.88	109.58	111.10	112.67	114.28
35	94.43	116.43	118.04	119.71	121.42
36	99.99	123.28	124.99	126.76	128.57
37	105.54	130.13	131.93	133.80	135.71
38	111.10	136.98	138.88	140.84	142.85
39	116.65	143.82	145.82	147.88	149.99
40	122.21	150.67	152.76	154.92	157.14
41	127.76	157.52	159.71	161.97	164.28
42	133.32	164.37	166.65	169.01	171.42
43	138.87	171.22	173.60	176.05	178.57
44	144.43	178.07	180.54	183.09	185.71
45	149.98	184.92	187.48	190.14	192.85

(There is a complete table like the above for reducing to every per cent up to 30.)

To get them introduced, we are going to sell out the first edition at a special price of 50c, prepaid to any part of the United States. Remittance must accompany the order. Address

The Creamery Journal :: Waterloo, Iowa



Pays for Itself the First Year! Read!

Beaver Co-operative Creamery Co.
New Hartford, Iowa.

To the Editor of The Creamery Journal:

Replying to your inquiry, we purchased a $7\frac{1}{2}$ h. p. Galloway gasoline engine in November, 1912. We run two separators, a 900-pound Victor churn, a 400-gallon Wizard ripener, pumps, etc. It is a pleasure to state that during the two years of constant use, we have had less than \$10 worth of repairs and the engine has not given me one bit of trouble. By using this gasoline engine we saved in fuel and power \$225 the first year we operated it. During these winter months I separate four days a week and make three churnings and pasteurize all my cream with a total gasoline consumption of seven gallons per week, or 84c. We use a small boiler for steam purposes.

(Signed) W. H. CHAPMAN, Buttermaker.



W. H. CHAPMAN

THE PROOF—the best and most positive proof—of the merit of the Galloway engine as the ideal power for creamery use comes from the man who has a Galloway at work every day of the week—every week in the year. He is the man who has paid his good hard money for an engine for certain service—to do a specific duty. When the engine he buys makes good—does the work required of it—he is the man who knows it first. He is the judge as to whether he got value received for the money he paid. This being true, we are pleased to offer the testimony of Mr. Chapman. He is a creameryman WHO KNOWS. There are thousands of others like him. You, too, can save money in first cost and in fuel expense by fitting your creamery with a Galloway. Write us stating power needed and our Free Service Department will give you full descriptive circulars, will write you and help you solve your power problems. Write today.

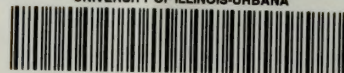
The William Galloway Co., 2065 Galloway Sta., **Waterloo, Ia.**

Special Instructor, Buttermakers' Short Course, Ames, 1915. Vice-President Iowa State Dairy Association. Buttermaker, Beaver Co-operative Creamery Company.





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